YIP NY CONNECTION

Your source for association news

Winter 2011

Calendar

February 1, 2011
NY-YIP Committee & Board of Directors Meeting
PIA Headquarters
Glenmont, NY

February 3, 2011
NY-YIP Winter Member Reception
The Matt Brewing Co.
Utica, NY

February 25-27, 2011
Winterfest
Stratton Resort
Stratton, VT
NY-YIP is offering sponsorship opportunities! Click here for details and to contribute online!
See photos from last year's Winterfest event!

April 12, 2011
NY-YIP Committee & Board of Directors Meeting
PIA Headquarters
Glenmont, NY

April 28, 2011
PIANY Long Island Regional Awareness Program
Leonard's of Great Neck
Great Neck, NY

June 12-14, 2011
PIANY/PIANJ Joint Annual Conference
Trump Taj Mahal
Atlantic City, NJ
Click here to see photos from last year's event!

August 8, 2011
NY-YIP Annual Golf Outing
Seawane Country Club
Hewlett Harbor, NY
Click here to see photos from last year's event!

Welcome new members!

Please join us in welcoming the following members to the NY-YIP family!

Sean Metzgner	North Sea Insurance

Margaret Grodzki	Edward A. Kurmel Brokerage
Javier Rivera	Inter Insurance Agency
Randi Goodman	Premium Assignment Corp.
Christopher Hawthorne	Coface North America Inc.
John Conway	Kerwick & Curran Inc.
William Gogerty	NetSpend
Nicolas Meola	NetSpend

To get in touch with your YIP peers, please visit the Online Member Directory

Sponsor spotlight

Morstan General Agency Inc.

Morstan General Agency is a privately held company whose base of operations is in New York, and also has offices in New Jersey, Florida, Pennsylvania, and Ohio. The company acts as a General Insurance Agency, but also serves as a leading supplier of excess and surplus lines. They are happy to service brokers who need immediate quotations, competitive rates, and expedient binding of contracts when their direct markets are not in a position to provide such a service. Morstan is committed to the highest standards of quality and service in the industry and maintains its position as a leader in the general agent market. Morstan provides service for small to midsize brokers with expediency for certain carriers or specific risks. Morstan represents many of the finest insurance carriers in the industry. To contact Morstan please call (516) 488-4747.

New York Central Mutual Insurance

NYCM is a property and casualty insurance company located in central New York that employs over 1,000 dedicated insurance professionals. When disaster strikes, customers can depend on New York Central Mutual to accommodate them with solutions, not complications or delays. A strong reputation has been built for settling claims fairly and promptly through caring, responsive service.

NYCM's 24-hour Claims Service Center employs trained personnel who are prepared to assist insureds in reporting a loss. The recovery process begins immediately as qualified claim examiners review individual policies in order to determine the provided protection and expedite reimbursement. This enables the insured to resume normal activities as quickly as possible. New York Central Mutual's statewide presence enables a catastrophe team to be on site quickly when a widespread disaster affects a large number of New York Central Mutual policyholders. Professional claim specialists respond in an efficient manner in order for policyholders to recover losses fully and expeditiously.

New York Central Mutual is committed to keeping current with the advanced technology of the 21st century. They have focused their efforts to promote and enhance their online services as the desired channel to both interact and build a lasting relationship with customers. In addition to online services, NYCM has applied leading-edge technologies throughout the company to make every aspect of service to customers and agents - from processing policies to handling claims – precise and efficient.

The people at New York Central Mutual live and work right here in New York State and, therefore, understand all its policyholders' insurance needs directly. Many employees have been with New York Central Mutual for a quarter century or more and are second, or third, generation members of families to be joined as part of the larger NYCM family. They are proud to be known as the "personal touch" company by insureds and agents. They do their best to ensure that customers, agents, and re-insurers can always gain instant access to and an answer from one of the company's family of employees. For more information about NYCM Insurance visit them online or call (888) 234-6926.

Press box

Check out these insurance-related articles and websites.

PIANY president Donna Chiapperino discusses generational differences in the insurance industry with the *Insurance Journal*

Young Agents Survey: Why Young Agents Stand by Their Career Choice featuring NY-YIP past-president Amy Bryan and PIANY president Donna Chiapperino in the *Insurance Journal*

Check out CTYIP President-elect Shannon Rabbett Hollman's article "When should you file an insurance claim?"in the *Windsor Journal Weekly*.

nGInsights: So What If I'm a Job Hopper?

Managing In the New World of Gen Y

Get Gen Y to consider an insurance career

How to get REAL business value from Social Media in 2011

Angry Customers Are Gifts

What is the "Gen Y Way" at Work?

What Should CEOs Tweet? 7 Tips to Become More "Socially" Active

10 Signs You Should/Should Not Re-brand

9 ways to improve your speaking skills

8 ways women can get ahead in the workplace

Did you know?

Make this your New Year's resolution—*Think PIA first*

In an attempt to simplify independent agents' lives, PIA continues its effort to help association members minimize information overload. The association works continuously to enhance and introduce benefits and services to bolster members' businesses, but realizes that promotion of each benefit results in adding to the overabundance of information and promotional materials agents must wade through every day. To alleviate this burden, PIA is encouraging members to ***Think PIA first*** for all of their agency needs. Our **Think PIA first** campaign helps members and their employees to streamline their day-to-day business opportunities by offering a single source for all of their informational and business needs.

PIA has been rising to the challenges independent agencies face for decades and has developed literally hundreds of resources and services to help members and their employees.

For this reason, PIA's ***Think PIA first*** slogan was developed to encourage members to take full advantage of their association membership for all of their agency needs. Whether you are faced with a small, simple question or a complex issue that requires more extensive research, PIA is encouraging all members and their employees, from the newest customer service representatives right up to the owners and principals, to simply contact PIA's Industry Resource Center at (800) 424-4244 or e-mail resourcecenter@pia.org.

So, the next time you want to now about a new law, whether a carrier is acting appropriately, or if you need a coverage interpretation, ***Think PIA first.***

Meet your directors

J.P. Carlucci
Director

J.P. Carlucci is vice president of the Robert Alan Agency in New City, NY and has been a member of YIP since 2010. J. P. is currently serving as the Winterfest vice-chair and has served on the PIANY Husdon Valley RAP committee. Outside of YIP, J.P. is the president of Condors Swim Club, an avid skier and is a proud gradute of the Massachhusetts Institute of Technology. To contact J.P. email him at joseph.carlucci@robertalanagency.com and be sure to attend his hosted lunch at the Carlucci residence off the slopes at Winterfest on February 26th!

Do you know NY-YIP's involved members? Click Here **to get to know the active members of your association.**
And, if you would like to become more active, write us at jabukhalaf@pia.org or kvoelker@pia.org.

Sponsors

NY-YIP Annual Sponsors
2011

Platinum
Professional Insurance Agents of New York State Inc.

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New York Central Mutual Insurance
Simon Agency NY Inc.

Silver
Associated Mutual Insurance Cooperative
Irwin Siegel Agency
Parsons & Associates Inc.
Utica First Insurance Co.

Bronze
Member Brokerage Service
NIF Group Inc.
Skeele Agency
Sterling Insurance Co.

For more information regarding our 2011 sponsorship program please click here.

NY-YIP…Building tomorrow's insurance leaders…today!