

**IIACNY**

# MEMBERSHIP

Winter / Spring 2016

# NEWSLETTER

INDEPENDENT INSURANCE AGENTS OF CENTRAL NEW YORK, INC.

PROMOTING THE VALUE OF  
**INDEPENDENT**  
**INSURANCE AGENTS**  
*in* **CENTRAL NEW YORK**



Independent Insurance Agents  
of Central New York Inc.

[iiacny.com](http://iiacny.com)

# President's Message



## OFFICERS:

### President

Steven Corapi  
R.G. Wright Agency, Inc.

### Vice President

Mike Crowley  
Crowley Insurance Agency, Inc.

### Past President

Tim Toomey  
Banach & Toomey Insurance

### Treasurer

Richard MacDonald  
Haylor, Freyer & Coon, Inc.

### Secretary

Joseph Convertino Jr.  
CH Insurance Brokerage  
Services Inc.

## BOARD OF DIRECTORS:

Patricia Corwin  
Haylor, Freyer & Coon, Inc.

Tom Eschen  
SANNY

Keith Lindstrom  
New York Central Mutual

Thomas Lynch  
Acadia Insurance Company

Nick Masterpole  
Masterpole-Murphy Agency Inc.

David Shopiro  
Shopiro Agency, Inc

Jennifer Winter, SCLA  
Liberty Mutual Insurance Co.

Sherry Mossotti  
Brown & Brown Empire State

David Schreyack  
OneGroup NY, Inc.

[www.iiacny.com](http://www.iiacny.com)

The mission of IIACNY is to:

*Promote the Value of Independent Insurance Agencies in Central New York and Provide Quality Programs, Education and Networking for its Members.*

IIACNY members are proud to work in and give back to the Central New York community! For the past 12 years IIACNY has raised over \$100,000 for local charities with our annual golf tournament. We had a great turnout for our 2015 golf tournament with the proceeds going towards donations to Central New York charities. We held an event in July where we presented checks to the following charities: Joseph's House, St. Lucy's, YMCA Partnership, David's Refuge, Meals on Wheels, Boy's & Girl's Club, CNY SPCA and Helping Hounds.

IIACNY is dedicated to promoting the insurance industry and careers in insurance to high school students through InVEST programs in Central New York. IIACNY has presented a total of over \$37,000 in scholarship dollars to Central New York high school students. Our Board members also go into classrooms and attend career fairs to speak to students to explain the industry and career opportunities.

In addition to raising money for scholarships and charity, IIACNY members volunteer in the CNY community and donate hats, mittens and scarves for St. Lucy's Church in conjunction with our annual holiday party. We recently made a \$1200 donation to purchase 100 pairs of boots for homeless men and women that live in shelters on the Southwest side of Syracuse.

IIACNY members also meet with legislators to discuss insurance issues and how insurance agents, brokers and consumers are impacted. We had great attendance to our Annual Legislative breakfast in November and we also meet on a regular basis with legislators in their CNY offices. Please contact me if you are interested in joining us to support our legislative issues and be an advocate for the industry on which our livelihood depends.

The IIACNY Board meets on a monthly basis to address issues and plan events for independent insurance agents and brokers in Central New York. Join us on January 21, 2016 for our Annual Holiday Party at Coleman's. We will also hold a complimentary member-only CE class on March 10 at Drumlins presented by Tim Dodge. We have also decided to change the venue for our annual golf tournament to Drumlins in June 2016. Please check our website at [www.iiacny.com](http://www.iiacny.com) for information on upcoming events. If you are interested in joining the IIACNY Board please contact me at [steve@rgwrightagency.com](mailto:steve@rgwrightagency.com).

- Steve

# OUT & ABOUT

## WHAT'S HAPPENING

### 2015 IIACNY Annual Legislative Breakfast



IIACNY members held their 2015 Annual Legislative Breakfast on November 13 at Bellevue Country Club. The Syracuse CPCU Society Chapter cosponsored the event, where members were able to meet and talk with their local and state legislators. Jill Muratori, VP & Counsel with Barrett Associates, reviewed IIABNY's 2016 Legislative Agenda and discussed related issues that IIABNY is working on in Albany. IIACNY members also meet quarterly with legislators in their CNY offices.

If you are interested in participating, please contact IIABNY Legislative Chair, Nick Masterpole at [nick@masterpolemurphy.com](mailto:nick@masterpolemurphy.com)



**LEGISLATIVE  
POSITION PAPER**  
---2016 SESSION---

The 2016 Legislative Position Paper is now available! If reading this digitally, [click here](#) to access a PDF.

If you are reading this in print, please visit:

[www.iiabny.org/GovernmentAffairs/Pages/OurPositions](http://www.iiabny.org/GovernmentAffairs/Pages/OurPositions)

From events planned for you - our members - to presenting awards in our community, your local team is working hard for you.

### Dates to Note

**Jan. 21**

#### IIACNY Holiday Party

Coleman's  
Syracuse, NY

**Mar. 10**

#### IIACNY Member Giveback

Drumlins Country Club  
Syracuse, NY

**June 27**

#### IIACNY Annual Golf Tournament

##### **New Location!**

Drumlins Country Club  
Syracuse, NY

**Oct. 25**

#### Syracuse I Day

Syracuse OnCenter

# IIACNY Annual Golf Tournament

*June 22, 2015*

Over 120 Central New York agents, brokers, insurance companies and vendors enjoyed a great day of golf at the Pompey Club, followed by cocktails and a cooked-to-order steak dinner! It was a great day to connect with old friends and make new connections. Dick Poppa, IIABNY President and CEO conducted the 2015-16 Installation of Officers.

IIACNY President Steve Corapi thanked all sponsors and attendees for their support. The IIACNY Golf Committee is committed to planning this annual event that allows the CNY insurance community to connect with old friends and make new ones!

The proceeds of the tournament will be donated to Central New York charities and InVEST scholarships for high school students.





# INSURANCE IN A CHANGING WORLD



**FREE Program  
for IIACNY  
Members ONLY!**

*Filed for CE*

Led by:  
**Tim Dodge**  
*AVP of Research  
IIABNY*

**March 10, 2016**  
Drumlins Country Club  
800 Nottingham Rd  
Syracuse, NY 13224

**3:00 – 4:45 pm**  
*Class Program*  
**4:45-6:30**  
*Cocktail Reception*

Guns. Medical marijuana. Uber. Climate change. These are some of the topics that Tim Dodge, IIABNY's AVP of research, will discuss in this class. He'll look at the loss exposures that insurance agents and brokers should know about. In addition, he will answer the questions members often ask about New York rules. Bring your questions about rebating, referral fees, certificates of insurance, the changes to the automobile photo inspection rules, electronic auto insurance ID cards, and more.

## Please Complete the Following Registration Form and Return to:

IIABNY, Attn: Kathy Lawler, 5784 Widewaters Pkwy, 1<sup>st</sup> Floor, Dewitt, NY 13214  
OR fax to 888.432.0510 OR scan and email to [edu@iiabny.org](mailto:edu@iiabny.org)

Registrant Name(s): \_\_\_\_\_

Business Name: \_\_\_\_\_

Business Address: \_\_\_\_\_

Contact E-mail: \_\_\_\_\_ Contact Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

License Number: \_\_\_\_\_

**Questions? Contact Kathy Lawler at 800.962-7950 ext 218 or [klawler@iiabny.org](mailto:klawler@iiabny.org).**



Independent Insurance Agents  
of Central New York Inc.

# IIABNY EDUCATION

## SPRING 2016 WEST CENTRAL CALENDAR

### ROCHESTER



- Feb 26** 2015 & Beyond: Employee Benefit Regulations  
Filed for CE
- Mar 1** ACSR 5 Professional Development & Account Management  
6 +1 (All Licenses) NYCR-245159 + NYCX-245159
- Mar 23** Commercial Lines Insurance Kaleidoscope  
Filed for CE
- Apr 6** ACSR 7 Commercial Lines Liability  
7 + 1 CE Credits (PC, BR, C3, PA) NYCR-237227 + NYCX-237227
- Apr 14** AAI 81B Personal Insurance  
7 + 1 (All Licenses) NYCR-236124 + NYCX-236124
- Apr 27** NYAIP Certification Program  
5 CE Credits (PC, BR, C3, PA) NYCR-251808
- May 25** AAI 83B The Insurance Production Environment  
5+1 CE Credits (All Licenses) NYCR-245320 and NYCX-245320
- June 8** IIABNY 2016 Annual E&O Loss Control Seminar: Video  
Filed for CE

### SYRACUSE



- Jan 28** 2015 & Beyond: Employee Benefit Regulations  
Filed for CE
- Feb 10** ACSR 5 Professional Development & Account Management  
6 +1 (All Licenses) NYCR-245159 + NYCX-245159
- Mar 3** There Is No Place Like Homeowners  
Filed for CE
- Mar 24** Commercial Lines Insurance Kaleidoscope  
Filed for CE
- Apr 7** ACSR 7 Commercial Lines Liability  
7 + 1 CE Credits (PC, BR, C3, PA) NYCR-237227 + NYCX-237227
- Apr 15** AAI 81B Personal Insurance  
7 + 1 (All Licenses) NYCR-236124 + NYCX-236124
- Apr 28** NYAIP Certification Program  
5 CE Credits (PC, BR, C3, PA) NYCR-251808
- May 4** IIABNY 2016 Annual E&O Loss Control Seminar: Live  
Filed for CE
- May 26** AAI 83B The Insurance Production Environment  
5+1 CE Credits (All Licenses) NYCR-245320 and NYCX-245320
- June 8** IIABNY 2016 Annual E&O Loss Control Seminar: Video  
Filed for CE

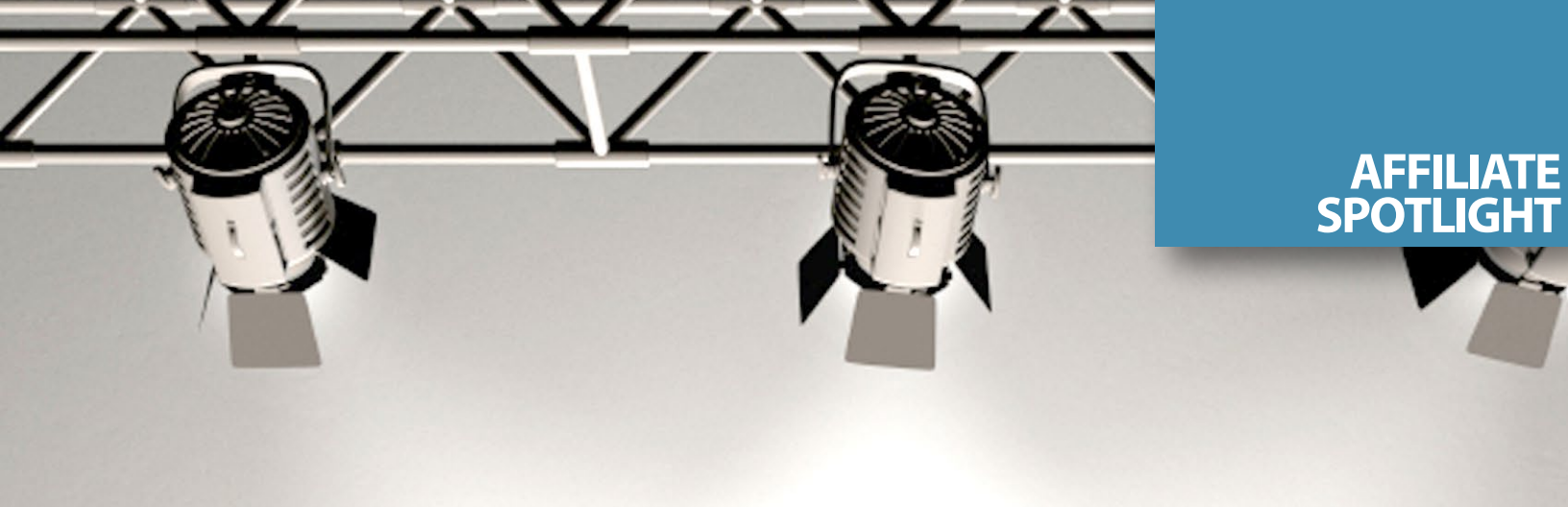
### BUFFALO



- Feb 25** 2015 & Beyond: Employee Benefit Regulations  
Filed for CE
- Mar 2** ACSR 5 Professional Development & Account Management  
6 +1 (All Licenses) NYCR-245159 + NYCX-245159
- Mar 4** There Is No Place Like Homeowners  
Filed for CE
- Mar 22** Commercial Lines Insurance Kaleidoscope  
Filed for CE
- Apr 5** ACSR 7 Commercial Lines Liability  
7 + 1 CE Credits (PC, BR, C3, PA) NYCR-237227 + NYCX-237227
- Apr 13** AAI 81B Personal Insurance  
7 + 1 (All Licenses) NYCR-236124 + NYCX-236124
- Apr 26** NYAIP Certification Program  
5 CE Credits (PC, BR, C3, PA) NYCR-251808
- May 3** IIABNY 2016 Annual E&O Loss Control Seminar: Live  
Filed for CE
- May 24** AAI 83B The Insurance Production Environment  
5+1 CE Credits (All Licenses) NYCR-245320 and NYCX-245320
- June 8** IIABNY 2016 Annual E&O Loss Control Seminar: Video  
Filed for CE

FULL CLASS DESCRIPTIONS, WEBINAR OPTIONS & ONLINE REGISTRATION AT: [www.iiabny.org/edcalendar](http://www.iiabny.org/edcalendar)





We appreciate our Business Level Affiliate Members! Join today and your company's name can be added to our growing list!

Allegany Cooperative Insurance  
Broome County Co-Operative Insurance Company  
Liberty Mutual Insurance Company  
Madison Mutual Insurance Company  
Mapfre  
Preferred Mutual Insurance Company  
Safelite Auto Glass  
Travelers

Companies and vendors that are supportive of the independent agency system are eligible to join IIACNY as Affiliate Members. There are two Affiliate Member categories:

- Individual Level: \$75 Annual Membership Fee
- Business Level: \$250 Annual Membership Fee

Affiliate members receive IIACNY member communications and four complimentary registrations to attend IIACNY events (not including annual golf tournament).

Contact Kathy Lawler at [klawler@iiabny.org](mailto:klawler@iiabny.org) to join!

