



# The Buffalo Chaptergram

Volume 9, Issue 3. Summer 2017

## 4<sup>th</sup> Annual Charity Golf Tournament

*CPCU & Read to Succeed*

Mark your calendars for August 7th. The CPCU Society Buffalo Chapter will be hosting one of it's most anticipated events of the year: the annual scholarship and charity golf tournament.

Valley Country Club (visit <http://www.transitvalley.com>) and will include lunch, social hour, dinner, and of course golf.

Each year, this event has outdone the last and we expect you will agree that

REGISTER NOW AT:  
<http://www.buffalocpcugolf.com>

If you have not had a chance to attend in the past, please come out for golf, food, and fun for a great cause. If you have been able to join us in previous years, we have a few new surprises this year.

This year's event will be held at the beautiful Transit

the tournament committee has put together our most memorable golf event to date.

As you may know, a portion of the proceeds from our golf tournament fund the scholarships we award to members,

## Important Links



Follow the link below to pay your 2017 dues!



[CPCU Society Buffalo Chapter Website](#)

Login on the CPCU Society website to update your membership information and your professional profile!

[CPCU National Website](#)

[Continuing Education for CPCU's](#)

Visit us on LinkedIn: 

Like us on Facebook:



candidates, and our annual college scholarship. The main beneficiary, however, is our charity partner: Read to Succeed Buffalo.

If you are not yet familiar with Read to Succeed Buffalo, RTSB is a local non-profit organization dedicated to increasing early childhood literacy and reading scores from birth to third grade.

“Urban communities across the nation are concerned about the state of education in our country, particularly as it relates to high school graduation rates. The problems that lead to low graduation rates however, begin for students at the

earliest ages... Third grade is when children are expected to make the transition from "learning to read" to "reading to learn." Studies show that children who are successful by third grade are less likely to drop out of high school and more likely to go on to higher education.” (For more: The Impact of Low Literacy and the Need for Proficient Third Grade Readers, <http://www.readtosucceedbuffalo.org/content/pages/literacy-crisis>).

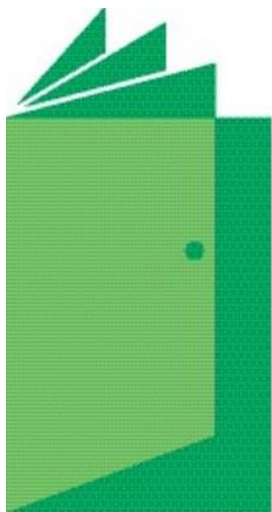
We are excited to be raising funds for such an excellent cause to support education in our local community. As CPCU’s we understand the

value of education as well as having a support network available to help us in our success. To learn more about the work that Read to Succeed Buffalo is doing, please visit their website:

<http://www.readtosucceedbuffalo.org>

If you don’t golf, you can still come out to show your support! Tickets are available to come for dinner, or lunch and dinner. This event promises to be a fun-filled day you won’t want to miss.

To register: please visit <http://www.buffalocpcugolf.com>



**Read to Succeed Buffalo**  
Community Alignment for Reading Excellence

*The Buffalo Chapter would like to extend a heartfelt thank you to our paid members and the companies that support them. Without your contributions, we would not be able to hold the events, seminars, and scholarships that support our candidates and members.*

If you have not yet had a chance to pay your dues, you can use the link below to do so. There is now a single logon for CPCU/The Institutes and you have the opportunity to create an account if you have not done so already.

Memberships are available for CPCUs and candidates. Many employers provide reimbursement for professional society dues! If your employer does not reimburse dues, ask us about our financial assistance opportunities!



### **Just a reminder of a few of the benefits included with membership:**

- Access to over 50 Complimentary webinars covering industry topics and trends
- Gain technical knowledge specific to your job from 14 specialized interest groups
- Attend events at a discounted rate
- 25-35% Discount on Study Materials and online Institute CE Courses
- Access to complimentary quarterly online courses from the Institutes
- Networking: Connect with CPCUs in 130 Chapters in over 40 Countries
- Access to our online job database
- Much more – check out the full benefits here:  
<https://www.cpcusociety.org/membership/benefits>

## CE for CPCU's!

If you haven't heard yet, the Continuing Professional Development (CPD) program is changing for 2017 and being replaced by The Institutes' **Continuing Education (CE) for CPCUs** program. This new program will provide an easier, more streamlined user experience for CPCUs who seek continual professional development.

Click here to get more information about CE for CPCU's: <https://www.theinstitutes.org/ceforcpcus>

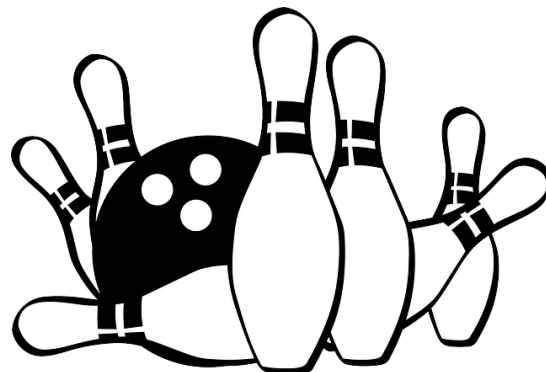
### Upcoming Annual Meetings

	<b>2017</b> <b>Orlando, Florida</b> September 16–19, 2017  Call for proposals now open!
	<b>2018</b> <b>San Diego, California</b> October 13–16, 2018
	<b>2019</b> <b>New Orleans, Louisiana</b> Date TBD
	<b>2020</b> Location details to come soon!

**Current Candidates: we hope to see you soon at a future Conferment!**

# CPCU Bowling Outing!

The Buffalo Chapter's family and friends bowling.



# CPCU Scholarship

*Every year, we provide scholarship opportunities to CPCU's, candidates, and/or their families. This year, Hannah Witt, daughter of Daryl Witt CPCU, received our essay contest scholarship. Hannah is a Sports Management major at Heidelberg University where she is a member of the Women's Soccer Team. We are pleased to share her winning essay below, which contains some timely insights into the future of our industry – from the perspective of the future generation.*

**Essay topic: There is an aging population in the insurance industry with many professionals and seasoned veterans expected to retire over the next ten (10) years. As a result, there will be a significant loss of knowledge and experience, and a resulting need to hire/train young talent to perpetuate the industry. What can the insurance industry do to create interest and excitement for motivated and talented young people to consider a career in the insurance industry? What would motivate you to consider a career in insurance?**

When I was in high school and was asked “what do I want to be when I grow up” or “what is your intended major” in college, I either did not know the answer to that or I would think I knew what I wanted and then would change my mind a dozen or so times. Most kids in high school tend to gravitate towards the more popular majors such as Psychology, Biology, Education, Physical Therapy and others in the medical field. None of my friends have said they want to work in the insurance industry. In my opinion I think this is due to the fact that it is not a highly advertised industry.

We would have college fairs and career days in high school. There would be information related to majors in Education, Business,

Hospitality & Tourism, Social Sciences, Nursing, and the Medical field. There was never any information on the Insurance industry or Risk Management. There needs to be a bigger presence of the Insurance industry in local guidance counseling center offices and at college fairs. When high school students are trying to decide where they want to go to school and what they want to do with their life a large contributor to their decision comes from the representatives that attend the local college fairs and in family members. Members of local professional organizations should also be working with their local Colleges and Universities to help promote the industry and the Risk Management/Insurance major that is being offered.

Now that I am a college student I will be attending job fairs. Insurance companies can attract young students in higher education by attending job fairs at the colleges and universities and promoting the industry. What speaks to most college students is tuition reimbursement. If a company were to offer tuition reimbursement as an added incentive and promote it aggressively then more students would look into the field. Insurance needs to be presented to students as a viable option and a career that can really make a difference in someone's life.

My current major is Sports Management with a minor in Business. Risk Management would be a strong companion to the Business majors and should be promoted along with it. Risk Management is something that can be used in everyday life and should be promoted as such. The Insurance industry helps people

every day achieve their dreams, whether it be homeownership or opening your own small business. Running a sports team or being a local coach. Insurance allows us to take chances and become successful. If more students realized the good they are doing they would be more interested in the field.

I feel that the more strongly this area is pushed in colleges and universities then the more attraction it will draw. If Insurance Companies visit these Colleges and Universities and speak directly with degree candidates to promote their company then more students will get involved and keep their focus in this field. It is an industry that we all need and most know little about. If more people were aware of the benefits of working in this field we would see an increase in the professionals joining the industry.



(Left) Scholarship Chair Sandy Sugg presents the scholarship award to Hannah Witt. (Right) Hannah and her mother Daryl Witt, CPCU

## 2017 CPCU Buffalo Chapter Officers

Questions? CONTACT US!

### 2017 Officers:

#### **President**

Brenda Sokolowski, CPCU, CIP, ACSR  
brenda.sokolowski@kellerinsure.com

#### **Vice President**

Kevin Kubera, CPCU, ARM  
kevin.kubera@key.insurance

#### **Secretary**

Karen Dean, CPCU, AU, CIC  
kdean@merchantsgroup.com

#### **Treasurer**

Jennifer Wagner, CPCU, AINS, AIC AIS, API  
jenniferwagner@geico.com

#### **Immediate Past President**

Elaine Lovelace, CPCU, ASLI, AU, AAI

### 2017 Directors and Committee Chairpersons:

#### **Candidate Development**

Lynn Dominiak, CPCU

#### **Education**

Kenneth P. Carter, CPCU

#### **By-Laws, History, Membership**

Joanne Klenk, CPCU

Darryl Witt, CPCU

#### **Golf Tournament Chair**

Sam Webster, CPCU

#### **Social**

Barb Schaffstall, CPCU

#### **Scholarship Committee**

Sandy Sugg, CPCU, API, AIM

Joann Decker, CPCU

Shelly Gorcica, CPCU

#### **Webmaster**

Brian N. Lane, CPCU

Ken Grek

#### **Public Relations**

Melissa Stephen, CPCU, AIAF

#### **Candidate Representatives**

Kelly Stornelli

Want to join the Board or attend chapter meetings? We would love to help you get more involved!





## Upcoming Events

### 4<sup>th</sup> Annual Scholarship & Charity Golf Tournament

Location: Transit Valley Country Club, 8920 Transit Road, East Amherst, NY 14051

Date: Monday, August 7<sup>th</sup>, Registration at 11:30am.

Our marquee charity event in support of Read to Succeed Buffalo.

See flyer at end of Chaptergram! Also, information and registration here: [CPCU Golf Tournament](#)

### Watch for information about future events!

#### 2017 Annual Meeting and National Conferment

CPCU's from all over the country will be gathering September 16-19 in Orlando, Florida!

Get the details here: <https://annualmeeting.cpcusociety.org>

#### Local Conferment

Each fall we celebrate the achievement of our new designees. This year's event will be in October – watch for details to come!

#### Holiday Party / Officer Installation

In the first week of December, we will be holding our holiday party and annual initiation of new officers. More details to come.

Education Webinars - Did you know members have access to free educational webinars on emerging topics in insurance? Check them out on our website [here](#).

Attention Candidates! Which course do you still need? Contact our education director Ken Carter to let us know: [KCarter@merchantsgroup.com](mailto:KCarter@merchantsgroup.com)



**CPCU**<sup>TM</sup>  
SOCIETY

**Congratulations!**

**Your Chapter has achieved the Gold level of  
Circle of Excellence Recognition!**

# REGISTRATION FORM

**Lunch & Registration: 11:30AM**

*Shotgun at 1PM*

Register Online at [BuffaloCPCUgolf.com](http://BuffaloCPCUgolf.com)

## FOURSOMES - \$600 (\$150 per person)

*Includes: 1 round of golf, range balls, cart, lunch, cocktail social with hors d'oeuvres, and dinner.*

## DINNER ONLY (includes Social Hour) - \$60

## LUNCH & DINNER ONLY - \$75

Social at 5:30 | Dinner starts at 6:30

Please fill out the form below in its entirety. Each field is required.

Name #1 \_\_\_\_\_

E-mail \_\_\_\_\_

Golf & Dinner     Dinner Only

Name #2 \_\_\_\_\_

E-mail \_\_\_\_\_

Golf & Dinner     Dinner Only

Name #3 \_\_\_\_\_

E-mail \_\_\_\_\_

Golf & Dinner     Dinner Only

Name #4 \_\_\_\_\_

E-mail \_\_\_\_\_

Golf & Dinner     Dinner Only

### MAKE CHECKS PAYABLE TO:

**Buffalo CPCU Society**

*Please mail by July 7, 2017 to:*

**Buffalo CPCU Society**

**C/O Sam Webster**

**16 Rondelay Court**

**Buffalo, NY 14227 USA**

*Payment for golf or dinner must accompany this registration!*

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

This golf outing helps raise funds for Read to Succeed Buffalo and the Buffalo CPCU Society Education Scholarship Fund. All funds raised above \$1500 will be donated to our designated charity this year, Read to Succeed Buffalo.

[www.ReadtoSucceedBuffalo.org](http://www.ReadtoSucceedBuffalo.org)  
[www.Buffalo.CPCUsociety.org](http://www.Buffalo.CPCUsociety.org)  
Sam Webster, Tournament Chair

#### **Buffalo CPCU Society**

Brenda Sokolowski, Pres.  
**Keller Insurance Group**

Kevin Kubera  
**Key Insur. & Ben. Services**

Jennifer Wagner  
**GEICO**

Karen Dean  
**Merchants Insur. Group**

Kenneth Carter  
**Merchants Insur. Group**

Lynn Dominiak  
**Merchants Insur. Group**

Shelly Gorcica  
**Hanover Insur. Group**

Joanne Klenk  
**Scott Danahy Naylor**

Elaine Lovelace  
**KS Roth Insur. Agency**

Barbara Schaffstall  
**KS Roth Insur. Agency**

Melissa Stephen  
**Key Insur. & Ben. Services**

Sandy Sugg  
**Eric-Niagara Insur. Assoc.**

Samuel Webster  
**Merchants Insur. Group**

Daryl Witt  
**Merchants Insur. Group**

#### **Read to Succeed Buffalo**

Hon. Jack Quinn, Chair  
**Erie Comm. College**

Kate Dust  
**EduKids, Inc.**

Hal D. Payne  
**Buffalo State College**

Frederick G. Attea  
**Phillips Lytle, LLP**

Marcia O'Neil-White  
**Buffalo Prep**

Karen A Clinton Jones, Ph.D  
**Buffalo State College**

Rev. Richard Stenhouse  
**Bethel AME Church**

Joseph (Jerry) Castiglia  
**Pratt & Lambert (Ret.)**

Hon. Betty Calvo-Torres  
**City of Buffalo Court**

Wendy Montante  
**Community Volunteer**

Paul Olszewski  
**Key Private Bank**

Michael Noah  
**Bank on Buffalo**

Mary Ellen Reilly  
**Wilmington Funds**

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[SWebster@MerchantsGroup.com](mailto:SWebster@MerchantsGroup.com)

  
The Institutes<sup>®</sup>  
**CPCU Society**  
Buffalo Chapter

# Buffalo CPCU Society 4th Annual Scholarship & Charity Golf Tournament



8920 Transit Road,

East Amherst, NY 14051

## August 7, 2017

11:30-12:45    Lunch/Registration

1:00pm    Golf

5:30    Social Hour

6:30    Dinner

  
The Institutes<sup>®</sup>  
**CPCU Society**  
Buffalo Chapter

  
**Read to Succeed Buffalo**  
Community Alignment for Reading Excellence

# SPONSORSHIP OPPORTUNITIES

## Tournament Sponsor - \$3,000

Includes the following:

- Four (4) individual playing spots - 1 foursome
- Four (4) additional dinner tickets
- Four (4) hole signs displayed on the golf course
- One sponsor-supplied banner displayed on the course
- Sponsor recognized at shotgun start
- Sponsor name and logo on the dinner centerpiece
- Introduction of company and representative at dinner with opportunity to welcome guests.
- Prominent branding & links on event website, program and placemats

## Dinner and Awards Sponsor - \$2,250

### Lunch Sponsor - \$1,500

### Golf Cart Sponsor - \$1,250

### “19<sup>th</sup> Hole” Sponsor - \$1,250

All above include the following:

- Four (4) individual playing spots - 1 foursome
- Four (4) additional dinner tickets
- Two (2) hole signs displayed on the golf course
- One sponsor-supplied banner displayed on course
- Company recognized at shotgun start
- Prominent branding & links on event website, program and placemats

For “Dinner and Awards”, “Lunch” Sponsors:

- Company recognized at start of Dinner or Lunch
- Company Name and logo prominently featured on Dinner or Lunch place setting

“19<sup>th</sup> Hole” includes recognition at start of Cocktail Hour

### Hole in One Contests Sponsor- \$1,250

### Long Drive & Closest to the Pin Sponsor - \$1200

### Ace Sponsor - \$1000

All above include the following:

- Four (4) individual playing spots - 1 foursome
- Four (4) additional dinner tickets
- Company recognized at shotgun start
- One sponsor-supplied banner displayed on the course
- Prominent branding & links on event website, program and placemats

For “Hole in One” Sponsors:

- Four (4) hole signs displayed at each Par 3 hole

## Eagle Sponsor - \$750

## Birdie Sponsor - \$500

## Putting Green Sponsor- \$500

## Beverage Cart Sponsor- \$500

Eagle

- Two (2) individual playing spots
- Two (2) additional dinner tickets

For “Birdie”, “Putting Green” & “Beverage Cart”

- One (1) individual playing spot

All include the following:

- One sponsor-supplied banner displayed on the course
- Sponsor recognized at shotgun start
- Prominent branding & links on event website, program and placemats

## Hole Sponsor - \$100

Includes the following:

- One Hole Sponsor sign located on course
- Company branding & links on event website, program and placemats

## In Memory of Hole Sponsor - \$50

The Hole Sponsor opportunity will honor the memory of your loved one and provide the following:

- One In Memory Hole Sponsor sign located on course

## OUR CHARITY PARTNER

Read to Succeed Buffalo is a non-profit organization dedicated to increasing early childhood literacy and third grade reading scores. Specifically, RTSB focuses on creating an accountable, early learning continuum that supports economically disadvantaged children, from birth to age eight, by employing research based literacy strategies that mitigate the effects of poverty on literacy development in early childhood.

Learn more at [ReadtoSucceedBuffalo.org](http://ReadtoSucceedBuffalo.org).



Read to Succeed Buffalo  
Community Alignment for Reading Excellence

# SPONSORSHIP REGISTRATION

**YES!** We would like to contribute to the 2017 Buffalo CPCU Society Annual Golf Outing to help raise funds for Read to Succeed Buffalo and the Scholarship Fund

Please fill out the form below in its entirety

Our company will sponsor:

- |  |  |
|--|--|
| <input type="checkbox"/> Tournament            | <input type="checkbox"/> Long Drive        |
| <input type="checkbox"/> Dinner and Awards     | <input type="checkbox"/> Ace               |
| <input type="checkbox"/> Lunch                 | <input type="checkbox"/> Eagle             |
| <input type="checkbox"/> Golf Cart             | <input type="checkbox"/> Birdie            |
| <input type="checkbox"/> 19 <sup>th</sup> Hole | <input type="checkbox"/> Putting Green     |
| <input type="checkbox"/> Hole in One           | <input type="checkbox"/> Hole Sponsor      |
| <input type="checkbox"/> Long Drive            | <input type="checkbox"/> In Memory Sponsor |

\$ \_\_\_\_\_  
Total Sponsorship Amount

\_\_\_\_\_  
Name

\_\_\_\_\_  
Business/Association Name

\_\_\_\_\_  
Address

\_\_\_\_\_  
City

\_\_\_\_\_  
State

\_\_\_\_\_  
Zip

( ) \_\_\_\_\_  
Phone

\_\_\_\_\_  
Email

**MAKE CHECKS PAYABLE TO:  
Buffalo CPCU Society**

**Please mail by July 7, 2017 to:  
Buffalo CPCU Society  
C/O Sam Webster  
16 Rondelay Court  
Buffalo, NY 14227 USA**