



The Buffalo Chaptergram

Volume 8, Issue 2. April 2016

From the Chairman's Desk

Why get involved?

A few months ago, I had a long discussion with a CPCU Society chapter officer about the actions that could be taken to increase participation, membership, visibility and member services for that

you active in the CPCU Society?"

Instead of reacting like a haughty member of an elite group, I took the time to give an answer roughly like the one that follows, which hopefully will ring

"You are the only one who can determine if the organization thrives tomorrow and, for that matter, far into the future."

chapter (generally following what is in the Circle of Excellence Recognition Program). Toward the end of the conversation, the chapter officer confided in me a question (probably one the officer was itching to pose for a long time and waiting for just the right opportunity): "Why are

some bells for some of you.

You Only Get Out What You Give

Along the lines of what former President John F. Kennedy said in his 1961 inaugural address, I believe you must start with the premise that you should, "Ask not what your ... can

Important Links



Follow the link below to pay your 2016 dues!



[CPCU Society Buffalo Chapter Website](#)

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

[CPCU National Website](#)

[CPD: Continuing Professional Development](#)

Visit us on LinkedIn:

Like us on Facebook:



do for you, but what you can do for your" If you are looking at the CPCU Society, or any professional association, as a sort of candy machine where you pay a modest sum of money for something delivered immediately that you can take away without first putting in any effort, you basically have come to the wrong place. Many times I have said to CPCUs, mostly internationally, that belonging to the CPCU Society is indeed important, but if you want something more, becoming active is the only way to accomplish that desire. However, you will only reap some of the "rewards" described hereafter if you invest some of yourself — time, effort, motivation, energy — and some simple caring about the future of your industry, in this case property-casualty insurance. Once that point has been reached, the benefits an individual can reap from becoming an active member of the CPCU Society include:

Professional Development

There is a whole slew of courses you can take at Leadership Summits and Annual Meetings that can help address the burning

issues that you, personally, may have in your day-to-day job. By becoming involved in the regular activities of a CPCU Society board, committee, chapter, interest group or task force, you will find yourself learning practical lessons about, for instance:

- Leadership.
- Negotiation.
- Planning.
- Team building.
- Time management.
- Sales.
- Coaching.
- Mentoring.
- Interviewing.
- Behavior modification.
- And more ... (the list is not exhaustive).

All of this is for "free." And you will not be fired, demoted, docked pay or mocked for trying something and learning, which might not exactly be the case if you tried to learn lessons in these areas in your day-job environment. You can also apply the skills you have acquired when you return to your office — interacting with clients, colleagues, direct reports, suppliers, management, stakeholders or even your boss. Furthermore, you will most likely be able to connect with other professional groups, learn

about industry trends, gain new perspectives, and generally collect ideas that you can apply to your business career. Sound interesting? Well, there's more!

Networking

Ah, I can use the CPCU Society to go live in my dream city, escape my current boss, become CEO of another company or just get another job. Again, if you look at your participation as milking a cow, you will most likely be very disappointed, because someone once told me as I was looking for my first job, "There is no such thing as luck — only preparation meeting opportunity."

So, why should you network if it is not for one of the reasons listed before? Well, despite common misconceptions, networking is not only for when you lose your job. It is also for meeting people you may want to hire and making contacts for technical resources, introductions, references and even recommendations. Indirectly, you are marketing yourself and your organization. More importantly, it is another way to learn about market information, best practices or

even new ideas — ones that you can apply to your business situation immediately.

Other Important Reasons

You will serve your industry by becoming a role model — creating visibility and professionalism as well as educating and exchanging ideas. You also will extract personal benefits by learning about issues such as personal finance or tax planning, or just by having fun by inviting a significant other to activities or maybe meeting someone just plain interesting ... someone who will motivate you, give you a new

perspective on a situation or even inspire you!

If you want some detailed examples of what has been set forth above, please feel free to contact me, or really, any other person who is passionate about the CPCU Society. You can recognize them at most meetings because they probably have a smile on their faces or are in deep conversation with other members. Interrupt them (politely), introduce yourself and ask, “What can I do to (better) help this organization?” Be bold. We are some of the reasons why the Society prospers today. You are the only one who can

determine if the organization thrives tomorrow and, for that matter, far into the future.

Authored by: Anthony E. Fienberg, CPCU, ARe, RPLU, chairman, International Insurance Interest Group

Editor’s note: This article was originally published in the March 2009 edition of the CPCU Society International Insurance Interest Group newsletter, International Perspectives.

Get CPD Qualified!

The CPCU Society and The Institutes have co-created the Continuing Professional Development (CPD) program, which recognizes professionals who keep their knowledge current and their skills sharp through career-enhancing activities. By participating in this advanced program, you will set yourself apart as a CPCU who is committed to lifelong learning.



[Click here to get more information about CPD:](#)

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



2016
Honolulu, Hawaii
September 17–20, 2016



2017
Orlando, Florida
September 16–19, 2017

2016 CPCU Buffalo Chapter Officers

Questions? CONTACT US!

2016 Officers:

President

Elaine Lovelace, CPCU, ASLI, AU, AAI
elaine@ksrothinsurance.com

Vice President

Brenda Sokolowski, CPCU, CIP, ACSR
bsokolowski@bbbuffalo.com

Secretary

Jennifer Jermain, CPCU
jjermain@geico.com

Treasurer

Kevin Kubera, CPCU
kevin.kubera@fnrm.com

Immediate Past President

Barbara A. Schaffstall, CPCU

2016 Directors and Committee Chairpersons:

Candidate Development

Karen Dean, CPCU
Lynn Dominiak, CPCU

Education

Kenneth P. Carter, CPCU

By-Laws, History, Membership

Joanne Klenk, CPCU

Social

Ron C. Cycon, CPCU

Scholarship Committee

Sandy Sugg, CPCU, API, AIM
Joann Decker, CPCU
Mary Jo Cichon, CPCU

Webmaster

Brian N. Lane, CPCU

Public Relations

Melissa Stephen, CPCU, APA

Candidate Representatives

Kelly Stornelli

Fundraising

Kevin Parks, CPCU

The Board would like to extend its appreciation to Larry DiaPaul, CPCU CIC, AU for his years of service on the CPCU Buffalo Chapter's Scholarship committee. We wish him the best of luck in his new position out of state. We would also like to recognize two new board members who have recently stepped up to fill vacant positions: Kelly Stornelli and Joann Decker, CPCU.

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



Upcoming Events

Candidate Development Breakfast

Location: Giancarlo's, 5110 Main St, Williamsville, NY 14221

Date: Tuesday, May 17th. 7:30am – 9am

More information and registration [here!](#)

SAVE THESE DATES!

We will be holding our annual Scholarship & Charity Golf Tournament Monday, August 15, 2016. More information coming soon! Visit our website: BuffaloCPCUgolf.com

Attention Candidates! Which course do you still need? We are looking to schedule a classroom course for fall 2016. Contact our education director Ken Carter to let us know: KCarter@merchantsgroup.com

CPCU Annual Meeting and Conferment:

[REGISTER EARLY](#) as 12,000 people are expected at this year's event in beautiful HAWAII!

Sept 17, 2016 – Sept 20, 2016

Hawaii Convention Center. 1801 Kalakaua Ave, Honolulu, HI 96815



Congratulations!

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

Thank you to all who attended our fun family bowling event!





BUFFALO CHAPTER

Cordially Invites You to Attend our

Candidate/Career Development Breakfast



Date: Tuesday May 17th, 2016

Time: 7:30 a.m -9:00 a.m.

Place: Giancarlos

5110 Main Street

(At the Walker Center)

Williamsville, NY 14221

Breakfast Buffet to be served

Please register by:

Monday May 11, 2016.

Please indicate if you are a candidate,
designee, member, or guest.

Contact : Karen Dean or Lynn Dominiak
for questions and/or information.

kdean@merchantsgroup.com - 716-849-3181 or

ldominiak@merchantsgroup.com- 716-849-3006

KEYNOTE SPEAKER

Ken Carter CPCU

Sr. Corporate Casualty Claim Manager
Merchants Insurance Group

We will honor the CPCU Candidates and update you on educational opportunities and CPCU Society benefits. The Buffalo Chapter of the CPCU Society will also present the 2016 CPCU College Scholarship award.

Cost is free to ALL Candidates and New Designees

\$22.00 for CPCU Society Member/Guests

Register and pay conveniently online
at: Buffalo.CPCUSociety.org
Full details on Chapter website