



INDEPENDENT INSURANCE AGENTS  
OF WESTCHESTER COUNTY

**SALES — Helping your  
SERVICE TEAM  
cross the finish line!**

**E-Day 2018 PROGRAM  
March 8, 2018**

**Westchester Marriott  
670 White Plains Road  
Tarrytown, NY 10591**



***You understand your clients.  
Liberty Mutual Insurance  
understands how to support them.***

As the ***#1 preferred business insurer.\**** we know your clients' needs are unique. That's why we work with you to tailor coverage exclusively for them. Talk to your territory manager or visit [LibertyMutualGroup.com/Business](http://LibertyMutualGroup.com/Business) to learn more.

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**Liberty Mutual.**  
**INSURANCE**



## Committee Members 2018

### **IIAWC Chairperson**

**Beth Hoffman, CPCU**

President, IIAWC  
Rosen & Company, Inc.

### **Chairperson**

**Linda Rey**

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**Susan Barros**

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### **Exhibit Chairperson**

**Theresa Voza**

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### **Frederick H. Dayton Chairperson**

**Brian Colby**

BNC Insurance Agency

### **Top Partner Awards Chairperson**

**Peter Lanza**

BNC Insurance Agency  
IIAWC Immediate Past President

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Allan M. Block Agency, Inc.  
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**Adam Antoinette**

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**Christopher McEvily, CPCU**

Keevily Spero Whitelaw

**Stephen De Matteo**

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**Brian Eifert, CPCU**

Eifert, French & Ketchum



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visit our website at  
[iiawestchester.org](http://iiawestchester.org)

Dear Members and Friends:

Welcome to our 52<sup>nd</sup> Annual Education Day. We look forward to a day of education, as well as a day networking, visiting the exhibit hall and celebrating with our Award winners.

E-Day is also a day for some fun and interaction with others. Exhibitors are abundant and looking forward to sharing their products and services with you. George Goodman will once again humor us with his “2017 Top Ten,” and to add some excitement to our program, we’ve enlisted **Dan Wilson**, a comedy club favorite to add some levity to the day.

Dan has appeared in the Star Search “90,” A&E’s “Evening at the Improv,” MTV’s “Half Hour Comedy Hour,” and Lifetime’s “Girls’ Night Out.” He is also a recurring sketch performer on HBO’s “Hardcore T.V.” Dan has opened for Dana Carvey, Richard Lewis, Emo Phillips, and Richard Belzer.

We are pleased to provide the following Continuing Education class sponsored by **Amtrust and Transworld**.

**PONZI SCHEMES AND SECURITIES FRAUD BRIDGE COURSE: 4 (4 CREDITS)**  
(BR, LB, C1, PC, LA, LSB, C3, PA)

This course will cover the background of Ponzi Schemes as well as the mechanics of why these schemes work. The first part of the 21st century has seen a confusing mix of eroding public trust in certain institutions (and burgeoning trust in others), growing self-absorption among many people and an increase in material wealth that’s not always evenly distributed. The result is a favorable climate for Ponzi schemes

**KEYNOTE SPEAKER**

This year we are excited to announce Dr. Cynthia McGovern of Orange Leaf Consulting as our Keynote Speaker. Dr. McGovern holds her Masters Degree in Marketing, and her Doctorate Degree in Organizational Communication, with an emphasis in Leadership and Ethics. Combining her academic experience and her years of business consulting, she has a deep understanding of how to shape behavioral change throughout all levels of an organization.

A highly sought-after speaker and coach to organizations countrywide, Dr. McGovern has presented at both national and international conferences on the topics of: Organizational Change, Conflict Resolution, Consultative Sales, Values Based Selling, Communication, Management, Leadership, Sales Management, and Collective Bargaining.

**FREDERICK H. DAYTON AWARD WINNER**

Join us in honoring, **Robbie Davis**, Vice President, Eifert French & Ketchum, as this year’s Dayton Award recipient.

Mr. Davis is an integral part of our Association, dedicated to its mission and growth and to his community.

**TOP PARTNERS**

Each year our Top Partner awards are presented to insurance companies represented in Westchester, Putnam and Rockland Counties who have demonstrated their commitment and support of Independent Agents and Brokers.

**OUR 2017 TOP PARTNERS ARE:**

*Personal Lines*

National – **Chubb**

Regional – **New York Central Mutual**

*Commercial Lines*

National – **The Hartford**

Regional – **Selective Insurance Company**

We look forward to an enjoyable and rewarding EDay 2018!

Sincerely,

**Beth Hoffman, CPCU**

E-Day Committee

IIAWC President

**Linda Rey**

E-Day Committee

Chairperson



Congratulations to

***Robbie Davis***

as the recipient of the  
**2018 FREDERICK H. DAYTON AWARD**



**Eifert, French & Ketchum  
Insurance and Risk Management**

**Congratulations to our  
Top Partners**

Chubb  
New York Central Mutual  
The Hartford  
Selective Insurance Company

## **Helping Independent Agents Remain.... Independent**

Arnold K. Davis Insurance  
Parsells Agency Inc.  
Bellesheim & Mancinelli  
RPSCO  
Leonard C. Ketchum & Son  
Charles S. McAllister & Co.  
Theodore B. Raul Agency  
Scovotti & Company

H.E. Colwell & Sons, Inc.  
Sands, Bernardo & Fee  
T-Associates  
Mt. Vernon Brokerage  
Carle & Company  
Page Agency  
Crehore & Richardson  
Rulon-Miller, Inc.

Thomas J. Toub Agency  
Hudson Heritage Group  
Lark Associates  
Tucker & Turnbull  
Doyle Agency  
Harold Oshlag Agency  
Dexter Agency

**7:30 A.M.**  
**CE SEMINAR REGISTRATION**

Coffee & Danish

**8:00 A.M.**  
**CE SEMINAR** *Sponsored by Amtrust and Transworld*

**Ponzi Schemes and Securities Fraud**

**11:00 A.M.**  
**REGISTRATION AND EXHIBIT AREA OPENS**

**1:00 P.M.**  
**Luncheon & Greetings**  
Beth Hoffman, CPCU  
President of IIAWC

**GEORGE GOODMAN'S 2017 INSURANCE TOP TEN**

**Introduction of Keynote Speaker:**  
Beth Hoffman, CPCU  
President, IIAWC

**KEYNOTE SPEAKER:**  
Cynthia McGovern, Ph.D.  
CEO/First Lady of Sales  
Orange Leaf Consulting

**PRESENTATION OF AWARDS**

**Top Partner Awards Presented By:**  
Peter Lanza  
Top Partner Chairperson

**Recipients:**  
**Personal Lines**  
National Carrier – Chubb  
Regional Carrier – New York Central Mutual

**Commercial Lines**  
National Carrier – The Hartford  
Regional Carrier – Selective Insurance Group

**FREDERICK H. DAYTON AWARD**

**Presented By:**  
Brian M. Colby  
Principal  
BNC Insurance Agency

**Recipient:**  
Robbie Davis  
Vice President  
Eifert, French & Ketchum

**CLOSING REMARKS AND GRAND PRIZE DRAWING**

Beth Hoffman, CPCU  
President, IIAWC

**3:30 – 5:00 P.M.**  
**COCKTAIL HOUR AND NETWORKING IN THE EXHIBIT HALL**





# York International

*Congratulates*

*Robbie Davis*

*Frederick H. Dayton Award Recipient*

*&*

*Top Partners*

## **Commercial Lines**

National—The Hartford

Regional—Selective Insurance  
Company

## **Personal Lines**

National—Chubb

Regional—New York Central  
Mutual

500 Mamaroneck Avenue, Harrison, NY 10528

(914) 376-2200 • Fax (914) 376-2891 • [www.yorkintl.com](http://www.yorkintl.com)



## Keynote Speaker



**DR CINDY MCGOVERN**  
First Lady of Sales

Let's face it—if you're in business today, there's one formula that drives everything you do:

### **Growth = Success!**

There aren't many business plans that don't have goals for growth at the top of their list: increased business, greater productivity, and more sales.

And Dr. Cindy McGovern can help you make those goals a reality.

Known far and wide as "Dr. Cindy," the First Lady of Sales, she's earned her fame by building (and rebuilding) entire sales programs from the bottom up. Dr. Cindy has helped companies from small to huge create dramatic and sustainable revenue growth.

Dr. Cindy is an expert in the areas of sales, marketing, leadership and change management. She can quickly figure out what an organization needs to be more successful, and her current knowledge of many industries helps leaders implement new behaviors needed to succeed.

One reason for her success is that she serves as both teacher and coach, working together with CEO's and other leaders to co-create their future. She doesn't tell her clients what to do—she listens, learns about their successes and challenges, and then helps them create strategies designed to be effective long after her visit has ended.

Dr. Cindy knows that the key to real and lasting change is everyone knowing their roles. She spends the majority of her time working side by side with her clients, getting everyone to think about change in the right way, acting their part and achieving results.

As she puts it: "You're all in the same boat, so you might as well row together!"

Dr. Cindy has her masters in communication and her doctorate in Organizational Communication with an Emphasis on Organizational Leadership and Ethics. But she also has real world experience, spending the early portion of her career as a marketing director in the commercial real estate field.

But more than anything, she wanted to teach others. She started by teaching at the collegiate level, leading courses in Public Speaking, Interpersonal Communication, Persuasion, Pre-Law Evidence, and Argumentation. Her classroom experience provided the framework for her career in consulting.

Why the name "Orange Leaf Consulting?" Dr. Cindy knows the one thing all organizations have in common is change. And she realized that one **change** everyone loves is the color of leaves in the fall.

She created Orange Leaf Consulting to reflect these positive feelings toward change, to convey to her clients that change always presents opportunities, especially to create a competitive advantage—and she has instructed countless clients in just how to make that happen!

Dr. Cindy is a popular speaker on the conference circuit, presenting on such topics as Sales, Management, Leadership, Sales Management, Interpersonal Communication, Organizational Change, Conflict Resolution and Collective Bargaining.

She brings her experience to her clients in many areas, including:

- Sales and Organizational Assessment
- Executive Coaching
- Recruiting
- Sales Management
- Change Management
- Strategic Planning & Implementation
- Sales Training
- Motivation that Matters

Her consulting experience includes: Customized sales training programs for clients ranging in size from 50 to 5,000 employees

**Grow big, or go home!**





Greater New York Mutual Insurance Companies is pleased to congratulate Robbie Davis from Eifert, French and Ketchum as the recipient of the 2018 Frederick H. Dayton award. We thank you, Robbie, for your commitment to the Independent Insurance Agents and Greater New York Insurance Companies.

**Greater New York Mutual Insurance Company**

200 Madison Avenue, New York, NY 10016

Telephone: 212-683-9700 Email: [information@gny.com](mailto:information@gny.com) Web: [www.gny.com](http://www.gny.com)

## Entertainer



### DAN WILSON

Dan decided to quit college for a career in show business, while he was also building cars on an assembly line! After welding the EXACT same spot on 499,207 cars, he lost his mind, making him a perfect candidate for the world of stand-up comedy.

Dan Wilson is one of those breezy, gentle types that will hit you like a building collapsing. A naturally funny man, Wilson can rip through an inspired set that somehow connects a tremendous amount of his material in a potently funny, sucker punch style that you don't expect from an innocent smile and an average Joe. Wilson is one of the great "class clowns" in the business. This is good-time, clean, and inoffensive comedy, with a steady flow of laughs. Wilson uncorks some hysterical tomfoolery and is the type of stand-up that reminds you of those summer nights when you were a kid and your best friend got you giddy and made you laugh for so long that it hurt. His quirky style mixes keen observations with outrageous physical humor, all delivered in a genial "I'm-only-trying-to-fix-the-world-before-it's-too-late" deadpan. Dan Wilson is a mischievous and likeable bloke. This light-hearted lunatic is off and running from the second he hits the stage as he is just a fun guy to be around. Dan Wilson would get solid marks in everything from his material to his timing to his on-stage persona.

Long a favorite on the college and club circuits, Dan has had a string of television appearances on MTV, A&E, HBO, ESPN and Lifetime. His rubbery face and keen ear for voices earned him status as a recurring sketch performer on HBO's *Hardcore TV*. He is one of those acts that would crack up a firehouse as easily as an Elk's lodge, a bachelor party, a PTA bake sale, a corporate meeting and a little league fundraiser. Dan has appeared at showrooms across the country and continues to headline comedy clubs nationwide as well as entertaining many people aboard almost every major cruise line.



**PRESIDENT, IIAWC**



**Beth S. Hoffman, CPCU**

Beth S. Hoffman is a Senior Vice President, Risk Management Advisor with Rosen & Company, Inc. in Armonk, New York.

Beth grew up in Eastchester, New York. She graduated from Iona College in 1988 and received her Master's Degree (with Honors) from Iona College in 2008. Beth completed her Chartered Property & Casualty Underwriter (CPCU) designation in 2016.

Beth began her insurance career in 1985 for a small independent agency in Bronxville, NY and spent over two decades working within that community. Prior to joining Rosen & Company, Inc. in 2016, she worked as the Private Client Northeast Regional Risk Management Advisor at Arthur J. Gallagher & Co. Inc.

Beth is the current President of IIAWC. In addition, Beth is an accomplished martial artist (5th Degree Black Belt) and has spent the past twenty-five years working with and instructing children from the Mount Vernon-New Rochelle, NY area until her retirement in 2015. Beth is also actively involved in the EWGA- Westchester Chapter, she recently served as the Captain of the summer league and is fully committed to improving her golf swing.

**E-DAY CHAIRPERSON**



**Linda Rey**

With over 30 years experience in the insurance industry, Linda Rey has worked in various capacities in the industry including reinsurance, life and health, financial planning and property & casualty lines of business. Linda's experience also includes sales and marketing strategies, management and developing personnel.

Linda has been recognized by various organization including Institute of Applied Human Dynamics, 914Inc. Magazine, Westchester County Business Journal, Sleepy Hollow Chamber of Commerce, American Association of University Woman (AAUW), Westchester Hispanic Chamber of Commerce and Westchester Magazine.

Linda's contributions include various community and county organizations such as Sleepy Hollow Chamber of Commerce, Rotary Club of the Tarrytowns, Westchester Association of Insurance and Financial Advisors, Westchester Association of Women Business Owners, Food Bank of Westchester and Westchester County Association.

Linda has been featured in various publications such as Fortune Small Business, The Insurance Journal, Independent Agent, American Agent & Broker, Journal News, Westchester Business Journal, Westchester Magazine's 914Inc. etc.

Linda was a featured Insurance blogger for the Equifax Financial Blog from 2010-2012.

Linda currently resides in the beautiful country hills of Roxbury, Connecticut. Linda doesn't have any pets; she is busy enough with observing the scores of wildlife including bird watching, wild turkeys, bobcats, foxes, and coyotes.

**TOP PARTNER CHAIRMAN**



**Peter Lanza**

Peter has over 22 years of experience in the Property & Casualty Insurance industry specializing in personal and business insurance. He is currently the Vice President of the Personal Lines department at BNC Insurance Agency. He holds a bachelor's degree from Mercy College and resides in Yorktown Heights since 2004 with his wife and two children. The hallmarks to his success are professional, responsive, and friendly service.



### DAYTON AWARD CHAIRPERSON



#### Brian M. Colby

Brian M. Colby is a founding Principal of BNC Insurance Agency, where his responsibilities include sales, agency operations, carrier relations, strategic planning and finance.

Brian is an active member in the insurance and risk management industry. He served on the Board of the Independent Insurance Agents of Westchester County for 5 years. He is a Chairman of the PIA Lower Hudson Valley Advisory Council. He serves on several insurance company local and national agency advisory councils and is the Chairman of the northeast advisory council for a super regional carrier. Brian has also served on the insurance committee for a golf club and has served on the finance and insurance committees for his homeowners association.

Both Brian and BNC are active in giving back to the community as well as various charities and are a large contributor to the Carver Center in Port Chester which provides a Food Pantry, Child Care and other programs for local residents in need.

Brian is a graduate of Stony Brook University with a B.A. in Economics and Business.

He lives in Rye Brook, NY with his two daughters, Sam and Jessie.

### CONTINUING EDUCATION CLASS INSTRUCTOR



#### Kathleen Sleasman

Kathleen Sleasman has 10 years of experience selling insurance. Kathleen is a NYS approved instructor for pre-licensing courses in Property and Casualty, Life, Accident and Health and Continuing Education. She is currently the lead instructor at Bryant and Stratton college for the pre-licensing Property and Casualty course. Kathleen has also instructed insurance courses for Bryant and Stratton in Florida, South Carolina, Pennsylvania and Indiana. Prior to her insurance career, Kathleen completed 20 years as a law enforcement officer.



## 2018 Frederick H. Dayton Award Recipient



### **ROBERT A. DAVIS**

President  
Arnold K. Davis Insurance

Mr. Davis was born and raised in New York City and graduated from Riverdale Country School in 1965. He earned a Bachelor of Arts degree from the University of Denver in 1969, at which point he joined his family's insurance business in lower Manhattan.

Robert is the President of Arnold K. Davis Insurance, an independent insurance brokerage, which has been in business 64 years. In 2002 the firm relocated to Purchase, N.Y. from New York City. In 2015, Arnold K. Davis Insurance became a Division of Eifert, French & Ketchum and moved to Pelham, N.Y.

Among his involvement in the insurance industry, Rob has served on the Board of Directors of the Independent Insurance Agent's Association of Westchester from June, 2011-June 2014. He also chaired the Uniformed Volunteer Fire Fighters Scholarship committee and continues to serve on the committee. Finally, Rob is also a member of the Westchester Insurance Professionals group.

Currently Mr. Davis serves as President of the Board of the Westchester Business Executives. He is also a member of the Business Council of Westchester.

Robbie served for 9 years on the Board of Quaker Ridge Golf Club where he chaired various committees including the Building Committee which physically changed many facilities of the Club in 2005. He currently chairs a charity golf and tennis outing each year for VISIONS, an organization for the visually impaired. Each year he is part of an annual Thanksgiving dinner for the visually impaired.

Besides insurance, Rob's interests include professional and college ice hockey, professional baseball, fine wine, golf, and travel.

Robbie's expertise lies in the areas of property & casualty insurance, employee benefits, individual life, disability income, as well as long term care insurance.



## Frederick H. Dayton Award Winners

- 1974 George M. Homer
- 1975 Joseph Stein
- 1976 Morton S. Seidenstein
- 1977 Kenneth Metz
- 1978 Robert Colwell
- 1979 Robert Streger
- 1980 Peter R. Mazzille
- 1981 John Reilly, CPCU
- 1982 Edward McLoughlin
- 1983 John J. Faley, Jr.
- 1984 William Spain, CPCU
- 1985 Brad Clark
- 1986 Francis Patrick Tobin, Jr.
- 1987 Marshall T. Corey, CPCU, CLU
- 1988 James B. Gilman
- 1989 David B. Rosen
- 1990 Norma D. Homer
- 1991 Vincent A. Dunn, AAI
- 1992 John M. Coughlin
- 1993 Thomas J. Dietz, CPCU
- 1994 Richard A. Flynn
- 1995 Edward Groner
- 1996 Andrew T. Robinson, CPCU
- 1997 Lloyd Bedford Cox
- 1998 Edward H. Dwyer
- 1999 Bruno F. Zaffino, Jr., CPCU
- 2000 Clifton Rosenberry
- 2001 Nancy J. Rehm
- 2002 Richard Canter, CPCU, AAI
- 2003 Thomas M. Sternberg, CIC
- 2004 Brian Wallach
- 2005 William Cooper Colwell
- 2006 Gary J. Forbes, CIC
- 2007 George L. Goodman, CPCU
- 2008 Paul D. Ranieri, CPCU
- 2009 JoAnne Murray, CIC
- 2010 Eugene R. Fulton, III
- 2011 Sara J. Rosen
- 2012 R. Todd Rockefeller
- 2013 Nancy Morrell McClatchie
- 2014 Michael Coughlin
- 2015 John J. Cofini
- 2016 Margaret Black
- 2017 Brian M. Colby
- 2018 Robbie Davis







# 2017 EDAY Photo Gallery



## Top Partner Award

- 1981 The Hartford Insurance Company  
HM: Travelers Insurance Company
- 1981 Home Insurance Company  
HM: Transamerica Insurance Company
- 1982 General Accident  
HM: Transamerica Insurance Company  
HM: Travelers Insurance Company
- 1983 USF&G
- 1986 Aetna Life & Casualty
- 1987 Aetna Life & Casualty
- 1988 The Hartford Insurance Company  
HM: Royal Insurance Company
- 1989 Aetna Life & Casualty
- 1990 Royal Insurance Company
- 1991 Commercial Union
- 1992 Personal Lines: Chubb Insurance  
Commercial Lines: Commercial Union
- 1993 Personal Lines: Chubb Insurance  
Commercial Lines: Commercial Union
- 1994 Personal Lines: Chubb Insurance  
HM: Royal Insurance  
Commercial Lines: Commercial Union  
HM: Travelers Insurance
- 1995 Personal Lines: Chubb Insurance  
HM: Travelers Insurance  
Commercial Lines: Commercial Union  
HM: ITT Hartford
- 1996 Personal Lines: Chubb Insurance  
HM: Royal Insurance  
Commercial Lines: Commercial Union  
HM: CNA
- 1997 Personal Lines: Chubb Insurance  
HM: Royal Insurance  
Commercial Lines: Commercial Union  
HM: Travelers Property Casualty
- 1998 Personal Lines: Chubb Insurance  
HM: Property Casualty Corp.  
Commercial Lines: Commercial Union  
HM: Travelers Property Casualty Corp.
- 1999 Personal Lines: Chubb Insurance  
HM: Royal Insurance  
Commercial Lines: CGU  
HM: Travelers Property Casualty
- 2000 Personal Lines: Royal & SunAlliance  
HM: CGU  
Commercial Lines: CGU  
HM: Travelers Insurance
- 2001 Personal Lines: Chubb Insurance  
HM: Royal & SunAlliance  
Commercial Lines: CGU  
HM: Travelers Property
- 2002 Personal Lines: Chubb Insurance  
HM: Travelers  
Commercial Lines: Harleysville Group  
HM: Chubb Insurance
- 2003 Personal Lines: Chubb & Son  
HM: Royal & SunAlliance  
Commercial Lines: Travelers  
HM: Chubb & Son
- 2004 Personal Lines: Chubb & Son  
HM: Travelers  
Commercial Lines: Harleysville Group  
HM: The Hartford
- 2005 Personal Lines: Chubb & Son  
2nd Place: Travelers  
Commercial Lines: National Grange  
2nd Place: Chubb & Son
- 2006 Personal Lines: Chubb  
2nd Place: St. Paul Travelers  
Commercial Lines: The Hartford  
2nd Place: Travelers
- 2007 Personal Lines (National): Travelers  
Commercial Lines (National): The Hartford  
Personal Lines (Regional): Adirondack  
Commercial Lines (Regional): Utica First
- 2008 Personal Lines (National): Travelers  
Commercial Lines (National): Travelers  
Personal Lines (Regional): Adirondack  
Commercial Lines (Regional): Harleysville
- 2009 Personal Lines (National): Travelers  
Commercial Lines (National): Travelers  
Personal Lines (Regional): Adirondack  
Commercial Lines (Regional): Harleysville
- 2010 Personal Lines (National): Travelers  
Commercial Lines (National): Travelers  
Personal Lines (Regional): Adirondack  
Commercial Lines (Regional): Harleysville
- 2011 Personal Lines (National): Chubb  
Commercial Lines (National): Chubb  
Personal Lines (Regional): Adirondack  
Commercial Lines (Regional): Harleysville
- 2012 Personal Lines (National): Chubb  
Commercial Lines (National): Travelers  
Personal Lines (Regional): Adirondack  
Commercial Lines (Regional): Harleysville



SALES — HELPING YOUR SERVICE TEAM CROSS THE FINISH LINE!

- 2013 Top Partner Commercial Lines Underwriting – The Hartford  
Top Partner Commercial Lines Best Agency Partnership – Travelers  
Top Partner Commercial Lines Best Claims Service – Chubb  
Top Partner Personal Lines Underwriting – Chubb  
Top Partner Personal Lines Best Claims Service – Chubb  
Top Partner Personal Lines Best Agency Partnership – Chubb
- 2014 Personal Lines (National): Chubb  
Commercial Lines (National) The Hartford  
Personal Lines (Regional): The Adirondack  
Commercial Lines (Regional): Harleysville

- 2015 Personal Lines (National): Chubb  
Commercial Lines (National) The Hartford  
Personal Lines (Regional): The Adirondack  
Commercial Lines (Regional): Harleysville
- 2016 Personal Lines National – Chubb  
Commercial Lines National – The Hartford  
Personal Lines Regional – Adirondack  
Insurance Exchange  
Regional Lines Commercial – Merchants  
Insurance Group
- 2018 Personal Lines National – Chubb  
Commercial Lines National – The Hartford  
Personal Lines Regional – New York  
Central Mutual  
Commercial Lines Regional – Selective  
Insurance Company



## Exhibitors

**WE THANK OUR EXHIBITORS FOR THEIR PARTICIPATION AND CONTRIBUTIONS TO THE SUCCESS OF E-DAY.**

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**911 Restoration**

John Campbell  
500 Executive Blvd.  
Elmsford, NY 10523  
Email: john.campbell@911restoration.com  
Tel: 914-847-0340

**5**

**Adirondack Insurance Exchange**

Tom Conway  
500 Essjay Road  
Williamsville, NY 14221  
Email: thomas.conway@ngic.com  
Tel: 518-334-0727

**1**

**All Pro Cleaning & Restoration**

Thomas Avezzano  
13 Haven Street  
Elmsford, NY 10523  
Email: tom@allprorestoration.com  
Tel: 914-592-2849

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**Applied Underwriters**

Rachelle Platis  
PO Box 281900  
San Francisco, CA 94128  
Email: lrplatis@avw.com  
Tel: 760-685-6835

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**Bowerman Restoration**

Michael Bowerman  
33 Hayes Street  
Elmsford, NY 10523  
Email: michael@bowerman.us.com  
Tel: 844-269-3762

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**Bryant & Stratton College**

Bryan Gregory  
145 Wolf Road  
Albany, NY 12205  
Email: bagregory@bryantstratton.com  
Tel: 518-437-1802

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**Chubb**

Flor Pfannschmidt  
1133 Westchester Avenue Suite 327  
White Plains, NY 10604  
Email: fpfannschmidt@chubb.com  
Tel: 914-989-6509

**12**

**Crowne Plaza**

Kathleen Atkins  
66 Hale Avenue  
White Plains, NY 10601  
Email: kathleen.atkins@ihg.com  
Tel: 914-821-1334

**14**

**Friedlander Group, Inc.**

Adam Friedlander  
2500 Westchester Avenue  
Purchase, NY 10577  
Email: adamf@friedlandergroup.com  
Tel: 914-694-6000



**20**

**GLN Worldwide**

Greg Portnoy  
707 Wetchester Avenue  
White Plains, NY 10604  
Email: gportnoy@glnworldwide.com  
Tel: 914-683-1234

**21**

**Great American Insurance Group**

Annamarie James  
65 Broadway, 11th Floor  
New York, NY 10006  
Email: aljames@gaig.com  
Tel: 212-513-4020

**6**

**Keevily Spero Whitelaw, Inc.**

Christopher McEvily, CPCU  
500 Mamaroneck Avenue  
Harrison, NY 10528  
Email: cmcevily@keevily.com  
Tel: 914-412-0586

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**Maxons Restorations**

Nicholas Treschitta  
711 Westchester Avenue  
Yonkers, NY 10609  
Email: ntreschitta@maxons.com  
Tel: 914-235-6767

**2**

**MEMIC**

Margaret Templeton  
80 Wolf Road  
Albany, NY 13205  
Email: mtempleton@memic.com  
Tel: 518-292-6801

**25**

**Nationwide Insurance**

Brian Taylor  
600 Lorraine Street  
Mamaroneck, NY 10543  
Email: taylob38@nationwide.com  
Tel: 917-703-6586

**4**

**New York State Insurance Fund**

Melissa Coler  
15 Computer Drive West  
Albany, NY 13205  
Email: mromano@nysif.com  
Tel: 513-437-4377

**11**

**NIF Group**

Paul Orlando  
30 Park Avenue  
Manhasset, NY 11030  
Email: porlando@nifgroup.com  
Tel: 516-365-7440

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**Pennsylvania Lumbermens Mutual Insurance Company**

Charlotte Friend  
2005 Market Street, Suite 1200  
Philadelphia, PA 19103  
Email: cfriend@plmilm.com  
Tel: 267-825-9352

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**Philadelphia Insurance Companies**

Patrick Farrell  
58 South Service Road, Suite 420  
Melville, NY 11747  
Email: patrick.farrell@phly.com  
Tel: 516-493-4602



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**Selective Insurance**

Douglas Fowler  
40 Wantage Avenue  
Branchville, NJ 07890  
Email: douglas.fowler@selective.com  
Tel: 845-928-6832

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**ServiceMaster Restoration  
by Marano Services**

Jeanette Sergio  
179 Summerfield Street  
Scarsdale, NY 10583  
Email: Jeanette.Serg@servicesmasterbyms.com  
Tel: 347-714-2743

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**ShelterPoint Life**

Frank Taormina  
1225 Franklin Avenue, Suite 475  
Garden City, NY 11530  
Email: FTaormina@shelterpoint.com  
Tel: 516-829-8100

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**The Hartford**

Robert Rosen  
301 Woods Park Drive  
Clifton, NY 13323  
Email: Robert.Rosen@thehartford.com

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**The Institutes**

Steve Anderson  
720 Providence Road, Suite 100  
Malvern, PA 19355  
Email: barbee@theinstitutes.org  
Tel: 484-831-9065

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**United Restoration**

Cynthia Mason  
72 N. State Rd. #401  
Briarcliff Manor, NY 10510  
Email: cmason@unitedrestoration.com  
Tel: 914-649-4658

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**Westchester CPCU**

Ken Murray, CPCU  
Email: KMJMurray@gmail.com



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