



INSURANCE FEDERATION OF NEW YORK, INC.

P.O. Box 9001 • Mt. Vernon, NY 10552 • tel. (914) 966-3180, x113

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IFNY INTERNS 2017

Dear Colleagues,

For the past six years the Insurance Federation of New York has sponsored the [IFNY Interns Program](#) through financial contributions from our members. These contributions have been critical to the success of **IFNY Interns**. I am asking for your generous support again this year. Without your support, we cannot continue this program.

If you have attended one of our recent Annual Luncheons, you know that a highlight of the event is the interns taking the stage and speaking to us about how important this experience has been for them. They are always an impressive group of young men and women and their sincere gratitude for the opportunity this program gives them is heartwarming and inspiring. Inevitably, we leave the lunch committed to support the **IFNY Intern Program**. Well, now is the time to show that support!

As most of our members already know, **IFNY Interns** is a highly selective summer program that introduces six motivated high school students, from disadvantaged family circumstances, to the New York insurance and financial services sector. These young men and women are members of the Boys Hope Girls Hope residential community in Brooklyn, where they are learning that they can overcome the brokenness of their families and neighborhoods. Boys Hope Girls Hope [\[www.bhghny.org\]](http://www.bhghny.org) is a non-sectarian, charitable organization that offers at-risk youngsters structured group residential living where continuous counseling, mentoring, academic opportunities, new friends, and community service provide them a steady path to success.

The insurance industry and the professional firms that serve it are major providers of good jobs and rewarding careers in New York. Exposure to our industry offers a strong incentive to these young New Yorkers to pursue their dreams. The feedback from the companies that have hosted the interns has been overwhelmingly positive and their employees deeply touched by their personal interactions with these eager young people. Likewise, the interns enthusiastically report that they learned about career opportunities that they never before understood or considered and that the experience inspired them to excel and achieve their goals.

IFNY Interns is administered by YES!Solutions, Inc., a Harlem-based 501(c)(3) community service organization, at no cost to IFNY. YES!Solutions is well known to IFNY members through Mary Lanning, an IFNY member and consultant in the insurance and financial services sector, who personally launched the work of YES!Solutions more than 40 years ago. Mary and her volunteers work intensively with the **Interns** to ensure they are well prepared to get the most out of the program. Starting this year the program will be known as the **IFNY/YES!Solutions Intern Program** in recognition of YES!Solutions' financial and administrative contributions which make the program possible.

Our fund raising goal is \$30,000 by June 30 - \$5000 for each intern - that will be contributed to YES!Solutions to defray the cost of administering the program and to the tuition expenses of each of the interns at Boys Hope Girls Hope. The annual cost of keeping a student in Boys Hope Girls Hope exceeds \$25,000, none of which is paid by the students. As **IFNY/YES!Solutions Interns**, six proud young teens will be able to take credit for paying part of their own expenses through your generous contributions.

IFNY will work with YES!Solutions to engage at least ten companies or professional firms to host, for one or two days, the **IFNY/YES!Solutions Interns** who will participate, as a group, at each host company.* Either Mary Lanning or a



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representative from Boys Hope Girls Hope will always accompany the interns while onsite with their hosts. YES!Solutions will also spend a week before and a week after the program, preparing the students and debriefing them, to assure that they distill and learn from their experiences.

Your tax deductible** contribution, should be made out to "YES!Solutions" and **sent directly to:**

YES!Solutions, Inc.
Mary Lanning, President
549 West 123 Street MF
New York, NY 10027

Contributors and hosts are encouraged to proudly publicize their support of the **IFNY/YES!Solutions Interns**.

Please give this your immediate attention. Only with your help can we continue to make IFNY/YES!Solutions Interns a success! For further information or to contribute as a donor or host, please contact Gina Marie Balog-Sartario at 914-966-3180, x113 or g@cinn.com, or Mary Lanning at 212-866-5500 or ML-G-associates@worldnet.att.net

Sincerely,

Nick Pearson
President
Insurance Federation of New York, Inc.

**IFNY Interns perform no work for the host companies and are not paid by them. Hosts are simply requested to prepare a one or two day program that will introduce the IFNY Interns to the type of work and career choices available at the host company. Hosts are encouraged to expose the interns to the full range of work opportunities in their companies. Yes!Solutions, Inc. is happy to assist in maximizing this opportunity for both IFNY Interns and hosts.*

***YES!Solutions and Boys Hope Girls Hope are registered 501(c)(3) charitable organizations. Donors should consult their tax advisors. Receipts will be processed by Yes!Solutions, Inc.*