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**From:** NJ-YIP [NJYIP@pia.org]  
**Subject:** NJYIP Connection | July 29, 2010



## Summer 2010



### Calendar

**August 11, 2010**

[NJYIP Board of Directors and Committee Meetings](#)

**Sheraton**

**Eatontown, NJ**

**September 30, 2010**

[NJYIP Sponsor Appreciation Reception](#)

**Maggiano's**

**Bridgewater, NJ**

*Register today!*

**October 13, 2010**

[NJYIP Board of Directors and Committee Meetings](#)

**Crowne Plaza**

**Jamesburg, NJ**

**October**

[NJYIP Fall Bowling Party](#)

**TBD**

*Check back with [njyip.org](http://njyip.org) for upcoming details and registration info*

**December 2, 2010**

[NJYIP 7<sup>th</sup> Annual Industry-wide Holiday Social](#)

**Hilton Woodbridge**

**Iselin, NJ**

*Check back with [njyip.org](http://njyip.org) for upcoming details and registration info*

**December 15, 2010**

[NJYIP Board of Directors and Committee Meetings](#)

**Madison Hotel**

**Morristown, NJ**



### Round up

[Click here](#) for highlights and photos from the 2010 PIANJ/PIANY Joint Annual Conference in Atlantic City!

[Click here](#) for highlights and photos from the 2010 NJYIP Fun Run for Special Olympics

of New Jersey!

Check back with [njyip.org](http://njyip.org) for highlights and photos from the 2010 NJYIP Barbeque at the Beach



## Welcome new members!

**Please join us in welcoming the following members to the NJYIP family!**

James Jacobi	Medix Staffing Solutions
Anthony Black	Standard Funding
Daniel A. Martin	AD Martin Commercial
Jenny Graham	Servpro of Freehold
Suzanne Stefanelli	FRSTEAM
Nicole Keeler	Palisades Safety & Insurance

**To get in touch with your YIP peers, please visit the [Online Membership Directory](#)**



## Sponsor spotlight

### [MAPFRE USA/American Commerce](#)

Since 1946, American Commerce Insurance Company (ACIC) has become one of America's leading suppliers of personal lines insurance. ACIC is rated "A+" (Superior) by A.M. Best... one of the oldest and most reputable insurance company rating organizations in the world. Their home office is located in Columbus, Ohio with two state-of-the-art Claims Centers located in the eastern and western portions of the country. ACIC is built on a foundation of superior service to customers and agents alike. For over sixty years, they've listened very carefully to what customers want from an insurance company. They've learned how to gain their business and confidence, and how to keep it. ACIC is a member of The Commerce Group, Inc., one of the nation's largest providers of personal auto insurance. In June 2008, The Commerce Group, Inc. was acquired by MAPFRE U.S.A., a global organization and the leading provider of non-life insurance in Spain. MAPFRE ranks as the largest insurance group in Latin America and the tenth largest in Europe with a presence in 43 countries, and a network of almost 51,000 agents around the world. For more information about MAPFRE/American Commerce [click here](#).

### [Bollinger Inc.](#)

As one of the nation's largest privately owned insurance agencies, Bollinger provides insurance solutions to thousands of customers. They pledge to keep pace with the growing complexity of customers' needs by continuing to upgrade and improve their resources and capabilities. You want to deal with a growing, profitable and efficient insurance agency and brokerage firm, and they strive to excel in those areas. They commit to you that they will partner with the strongest, most capable insurance carriers with the financial strength and expertise to meet your needs. Bollinger's goal is to forge a three-way partnership with their customers and their insurance carriers to provide the stability you can rely on. The Bollinger name has become synonymous with specialty insurance programs, such as student accident, amateur sports, and golf and country clubs. For more information call (800) 526-1379.

### [Farmers Mutual Fire Insurance Co. of Salem County](#)

Farmers of Salem provides insurance coverage to homeowners and businesses in the states of New Jersey and Maryland. Their staff and independent insurance agents will work with you to find coverage that meets your specific needs. They pride themselves on offering broad coverage and fair and timely claims service. Insurance is a people-oriented service industry and to succeed, they must provide: a market that includes a wide selection of quality products, competitively priced and delivered correctly the first time with courtesy, timeliness and professionalism. Farmers Mutual Fire Insurance Co. of Salem County is dedicated to profitable growth as a group and development as individuals. For more information about Farmers Mutual Fire Insurance Co. of Salem County call (800) 498-0954.

### [Fraser Brothers Group, LLC](#)

Fraser Brothers has been a dynamic part of New Jersey's business and professional scene for over 100 years. They offer commercial and personal insurance services to one of the largest and most loyal clientele in the area. Fraser Brothers is proud of the fact that they play an important role in assuring the future safety, security, and well-being of those they serve. Their clients mean more than just a name or number. The professionals who serve you are among the best in the business. It is their pledge to treat client's needs as if they are their own. Their professional

staff will analyze your insurance needs. Your existing insurance is examined and recommendations and cost comparisons are submitted to you for consideration. For more information about Fraser Brothers Group, LLC call (732) 738-7400.

#### [Hanover Insurance Group](#)

Hanover knows that their commitment to you means an intense focus on doing what they promise to do, doing it well, and doing it with speed. It's about quality underwriting, innovative products, powerful applied technology and responsive service. It's about being easy to work with and lending expertise to ensure protection for you, your family and your business. In the final analysis, local knowledge, responsiveness and stability are what you search for in an insurance company. The Hanover is the one insurer that can deliver those three important values to you. They're big enough to get things done and local enough to care. With more than 4,000 employees and 2,000 Independent Agents, Hanover can respond quickly and decisively to claims. At the same time, their deep local roots and tradition of excellence ensure more individual attention and understanding of local communities. For more information about Hanover Insurance Group call (508) 855-1000.

#### [MetLife Auto & Home](#)

MetLife, Inc. is a leading provider of insurance and other financial services to millions of individual and institutional customers throughout the United States. Outside the U.S., MetLife companies have direct insurance operations in Asia Pacific, Latin America and Europe. Established in 1868, MetLife is today the largest life insurer in the United States based on life insurance in force. The MetLife companies offer life insurance, annuities, auto and home insurance, retail banking and other financial services to individuals, as well as group insurance and retirement & savings products and services to corporations and other institutions. For more information about MetLife call (800) 638-5433.



## News and announcements

**Mark Your Calendar For The PIANJ Golf Classic.** Register now for the PIANJ 27th Annual Golf Classic to benefit Special Olympics New Jersey on **Monday, Sept. 13, 2010**, at Eagle Oaks Golf & Country Club in Farmingdale. Sponsorship opportunities are available. Join event sponsors ARI Insurance Cos.; Cumberland Insurance Group; Farmers Insurance Co. of Flemington; and Franklin Mutual Insurance Co. for a day of great golf, food and networking. To register for the event or become a sponsor, click [here](#), or call (800) 424-4244, ext. 273.

***We would like to hear from you! If you have news you would like to share with your industry peers, write us at [jabukhalaf@pia.org](mailto:jabukhalaf@pia.org) or [kvoelker@pia.org](mailto:kvoelker@pia.org).***



## Did you know?

### Privacy Online Tool Kit—your guide to privacy-related issues

Producers are affected by a number of laws and regulations that govern the privacy of their customers' personal information, often resulting in more affirmative obligations than producers may realize. Whether its privacy notices, written information security programs, business associate agreements or document disposal, there's a lot to consider. To assist members in meeting these challenges, PIA's technical staff has put together a tool kit giving you the information you need to comply with these rules.

Two exciting features of this tool kit are the privacy notice and risk assessment surveys. They offer association members a comprehensive survey to help create your agency's privacy notice and a comprehensive questions-and-answer tool to assist you in developing an appropriate written information security program, respectively.

This online tool kit also offers association members:

- a comprehensive overview of privacy statutes and regulations;
- information on how to develop your written information security program;
- information on Gramm-Leach-Bliley, HIPAA, Fair Credit Reporting Act and Driver Privacy Protection Act and the Fair and Accurate Credit Transaction Act;
- state rules on security freezes and breaches; and
- other helpful links on privacy issues.

To access the tool kit, logon to [www.pia.org](http://www.pia.org) and key RC10028 in the Quick-Link box in the upper-right-hand corner.



## Press box

Check out these insurance-related articles and websites.

[NJYIP Director Joshua Batushansky writes “Reach the mobile generation” for \*American Agent & Broker\*](#)

[NJYIP 26th annual Fun Run raises more than \\$145,000 for SONJ](#)

[Agents play to win at Joint Annual Conference](#)

[See video from the 2010 NJYIP Fun Run for Special Olympics and the Fun Run Breakfast!](#)

[See video from the YIP Luncheon at the PIANJ/PIANY Joint Annual Conference!](#)

[Diversity in insurance: beyond the quotas](#)

[How to Market to Gen Y](#)

[The importance of budgeting and forecasting](#)

[As more firms use social media, dealing with liability comes with territory](#)

[The Rise of the Independents](#)

[Are 20-Somethings Hard To Work With? Nope, It's Just You](#)

[74% of Nation's Top Insurance Companies Are Hiring](#)

[Top Ten Tips to help Agents Improve their Careers](#)

[21 Tips for Using Twitter and Facebook for Business](#)

[Facebook, Twitter, YouTube come to work](#)

[Bloggng Tips: 52 Different Ideas!](#)



## Meet your directors

### **Patti Smith**

Patti Smith is the Marketing Manager and Quality Control Liaison for DVUA of New Jersey and has been a member of NJYIP since 2000. Patti has served as president, vice president, secretary and director for NJYIP. She has also served as chair of the nominations, membership and events committee as well as the NJYIP Federal Legislative Summit representative. Patti also has served on the PIANJ legislation and regulations, membership, education and business issues committees. Aside from her involvement with NJYIP, Patti is a board member of the National Association of Insurance Women of Central New Jersey and board member of Special Olympics of New Jersey. Patti has been honored with the NJYIP Young Insurance Professional of the Year, NJYIP Distinguished Service and NJYIP Director of the Year Awards. To contact Patti email her at [smithp@dvua.com](mailto:smithp@dvua.com).

### **Norma Alvarez**

Norma Alvarez is the Marketing Event Planner at Palisades Safety & Insurance in Berkeley Heights and has been a member of NJYIP since 2009. Norma is the current chair of the programs committee and served as the co-chair in 2009. She has also served on the Project Y recruitment committee in efforts to attract young professionals out of college into the insurance industry. Norma currently lives in Dunellen with her new husband. To contact Norma email her at [nalvarez@palisades.com](mailto:nalvarez@palisades.com).

### **Daniel Tague**

Dan Tague is an Account Executive at Travelers Insurance in Morris Plains and has been a member of NJYIP since 2008. Dan is currently a director and membership chair for NJYIP and has served as the education committee co-chair. Outside of NJYIP, Dan is a member of the Rory O'Moore Pipes and Drums and the Morristown Ambulance Squad where he serves as treasurer. Dan graduated from Rutgers University in 2004 and currently lives in Livingston. To contact Dan email him at [tague\\_dan@yahoo.com](mailto:tague_dan@yahoo.com).

***Do you know NJYIP's involved members? [Click here](#) to get to know the active members of your association. And if you would like to become more active, write us at [tvierschilling@pia.org](mailto:tvierschilling@pia.org) or***

[kvoelker@pia.org](mailto:kvoelker@pia.org).



## Sponsors

### NJYIP Annual Sponsors

**2010**

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**Bronze**

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For more information regarding our 2010 sponsorship program please [click here](#)

*NJYIP...Building tomorrow's insurance leaders*

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