YIP NJ CONNECTION

Your source for association news

FALL/WINTER 2011

Calendar

October 5, 2011
Fall Networking Reception
Iron Hill Brewery
Maple Shade, NJ
Click here to register

October 19, 2011
Board of Directors and Association Programs Committees Meetings
Sheraton
Edison, NJ
Click here for details

October 26, 2011
Fall Bowling Party
Brunswick Zone Carolier
North Brunswick, NJ
Click here to register

December 1, 2011
8th Annual Industry Wide Holiday Social
The Rosewood
Edison, NJ
Click here for details

December 14, 2011
Board and Committee Meetings
Molly Pitcher
Red Bank, NJ
Click here for details

Round up

Click here to see photos and highlights of the 2011 Summer Reception

Click here to see photos and highlights from the PIANJ/PIANY Joint Annual Conference

Click Here for photos and highlights of the 2011 Fun Run

Click here to see photos and highlights from the 2011 Golf Open

Click here to see photos and highlights from the 2011 Keys to Success executive panel

Welcome new members!

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

Lisa Marie Agresti	Bayonne Transoceanic, Inc.
Jessica Buelow	Travelers
Michael Campbell	Hull & Company
Carol Carrasquillo	Brown & Brown Metro
George Fazan	NIP Group t/a Marquis Agency
Nicole L. Miller	Longo Agency Inc.
Lisa Narcise	ADP Insurance Agency
Jason Reese	Henry D. Young Inc.
Elena Sanchez	First American Insurance Agency
Hal Soden, Jr.	Oliver E. Soden Agency

To get in touch with your YIP peers, please visit the Online Membership Directory

Sponsor spotlight

Bollinger Insurance

Since 1933, Bollinger has operated as a specialty insurance agency, focusing on accident insurance for students and athletes. Today, it is the nation's 17th largest brokerage firm, employing over 400 people. The Bollinger name has become synonymous with the many specialties they offer, including student accident insurance, amateur sports, and golf and country clubs. Bollinger has been named as one of the Top Ten Places to Work in Insurance, has been listed in many consecutive years as a Best Practices Agency, and is one of the top ten most productive agencies the country. To contact Bollinger Insurance, call (800) 526-1379. For more information on Bollinger, click here.

Hanover Insurance Group

For nearly 160 years, the Hanover Insurance Group has been serving its customers—both business and individual—while maintaining excellent ratings from A.M. Best, Standard & Poor's, and Moody's. Many of the company's 4,000 plus employees are active in their community, and The Hanover's commitment is in building strong and vibrant neighborhoods, especially through education and youth initiatives. By choosing only the best agents to deliver its products, The Hanover is able to provide superior customer service and thorough claims assistance. To contact The Hanover Insurance Group, call toll free at (800) 853-0456 or click here.

Farmers Mutual Fire Insurance of Salem County

The company was started in 1851 by farmers who were active in civic and religious affairs of their community. Although the first policyholders did not have smoke alarms, smoked pipes, and used woodstoves; the company only had 6 losses by fire in its first ten years of existence. Although it is based in Salem County, NJ, Farmers Mutual does business throughout the state and Maryland. Their goal to provide superior service with personal attention is also achieved through their network of independent agents. For more information on Farmers Mutual Fire Insurance Company of Salem County, click here or call (800) 498-0954.

Jimcor Agencies

This family-run business has grown to over 150 Admitted and Non-Admitted Markets between its in-house Binding Authority and Brokerage Capabilities. Through technology, Jimcor is always trying to find new ways to grow, as well as work with the insurance community. Since 1986, Jimcor has committed themselves to working with their business partners. They have continuously evolved; and will strive to continue to add value to their employees, customers, industry, and community. Click here to learn more about Jimcor and the markets they serve. To contact Jimcor Agencies, call (201) 573-8200.

Applied Underwriters

Applied Underwriters was founded in the early 1990's. Since that time, the company has doubled in customers and revenues. Through their creative approach of combining financial and business services with worker's compensation coverage, Applied Underwriters will continue to have the success to grow and retain their customers. Their business model, combined with consumer loyalty, has allowed Applied Underwriters to attain a more-than-90% customer retention rate, one of the highest in the nation. They are part of the Berkshire Hathaway family of companies and their carriers are rated 'A' (excellent) by A.M. Best. For more about Applied Underwriters, click here or call (877) 234-4450.

News and announcements

PIA has hired a new YIP Event Coordinator for its Glenmont headquarters. Ed DerGurahian has been hired for NY-YIP and CTYIP, as well as producing newsletters and releases. Previously, Ed worked for Pitney Bowes in Troy, NY in the finance department as a transactional specialist, and has volunteered for the Special Olympics of NY, Inc., assisting in their fundraising and marketing efforts. In addition, he is a volunteer for the American Cancer Society, a Pop Warner youth football coach, and a radio broadcaster for Rensselaer Polytechnic Institute's (RPI) Division I hockey team. He is a graduate of RPI.

Susan Shapiro has been hired as a Customer Service Representative in the Member Services department. She works with agents, clients and underwriters and reviews, verifies and underwrites applications as well as other administrative duties. Susan is a attended Staten Island Community College and Hunter College, both in New York City.

We would like to hear from you! If you have news you would like to share with your industry peers, write us at edergurahian@pia.org or kvoelker@pia.org.

Did you know?

PIA announces new member benefit: *Steps to Success* Tool Kit

PIA is proud to announce its newest PIA member-exclusive benefit: the *Steps to Success Tool Kit*. Geared toward the new agency owner, or anyone looking to grow their agency, this tool kit offers the resources needed to build your agency from the ground up to a prosperous endeavor.

With proactive planning and using the tools we offer, you can set yourself on a successful path to agency ownership and ongoing profitability. The *Steps to Success* Tool Kit offers valuable information, including: licensing; business planning; financial planning; sales and marketing; office organization; personnel management; internal workflow; technology issues; and more.

To access the *Steps to Success* Tool Kit, logon to: www.pia.org/IRC/newagency/index.php.
Don't go it alone. For additional questions on these and other issues, PIA is here to assist you. Contact us by phone at: (800) 424-4244, fax: (888) 225-6935, e-mail: resourcecenter@pia.org and visit us on the web at: www.pia.org.—*Albright*

Press box

Walgreen's to start selling health insurance to its customers

11th Circuit Court Rules Individual Coverage Mandate Unconstitutional

Young Company, Young CEO: Young Employees?

Asbestos Claims Increase Seen as a Warning for U.S. Insurers

Meet your directors

Natalie Bruno

Natalie is currently the secretary of NJYIP. She is a producer for the D'Agostino Agency in Hammonton. Natalie joined the YIPs in 2008, and served on the South Jersey membership recruitment committee. She is the chair of the 2011 Fall Networking Reception committee. She is a 2008 graduate of Marist College, where she completed a internship at MTV in New York before graduation. If you wish to contact Natalie, her email is *natalie@dagostinoagency.com*.

Dan Tague

A member of the NJYIP since 2007, Dan is currently the treasurer. He has served on the membership committee, and as chair of the education committee. He is a commercial account executive for The Travelers Companies, in Morris Plains. Outside of work, he is a member of the Rory O'Moore Pipes and Drums, a member of the Morristown ambulance squad, and a member of Bridges to Community, an organization that provides community building in Nicaragua. Email Dan at *dtague@travelers.com*.

Glenn Watkins

Glenn is a director of the NJYIP and the chair of the 2011 Holiday Social committee. Glenn has been a member of the NJYIP since 2000, when he became the assistant vice president of the Cumberland Insurance Group. Glenn serves on various committees both in and out of the insurance industry. He was the recipient of the 2005 PIANJ Company Person of the Year, the 2007 NJYIP John Laux Distinguished Service Award, the Howard Kucher IIABNJ Outstanding Volunteer of the Year, and the 2011 NJYIP Director of the Year Award. To contact Glenn, email him at *cumberlandglenn@comcast.net*

Tom Wilkens

Tom joined the NJYIP in 2007 and currently serves as president. He was the chair of the 2011 Summer Reception committee, and has served as the fundraising/sponsorship and events chair. He is the vice president at Professional Risk Placements LLC in Red Bank. In 2006, Tom was elected a member of

the Middletown Township committee, and was on the board of directors of USA Swimming from 2000-2006. Tom is a 4 time individual NCAA Champion for Stanford University, and is a 16 time U.S. Champion. In 2002, he became a world champion in the 400 meter individual medley, setting an American record in the process. Tom was the 2000 United States Olympic Swim Team captain, earning a bronze medal in the 200m IM in Sydney, Australia. Tom and his wife, Stephanie, are the parents of two children. Email Tom at *twilkens@prpins.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 or kvoelker@pia.org.***

Sponsors

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Fraser Brothers Group LLC
Hanover Insurance
Jimcor Agencies
Metcom Excess
New Jersey Skylands Insurance, Member of Tower Group Cos.
Plymouth Rock Assurance
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Professional Risk Placements LLC
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For more information regarding our 2011 sponsorship program

please click here.

NJYIP…Building tomorrow's insurance leaders!