NJ YIP CONNECTION

Your source for association news

Fall 2010

Calendar

December 2, 2010
NJYIP Industry-wide Holiday Social
Hilton Woodbridge • Iselin, NJ

December 15, 2010
NJYIP Board of Directors and Committee Meetings
Madison Hotel • Morristown, NJ

February 23, 2011
NJYIP Board of Directors and Committee Meetings
TBD

April 6, 2011
NJYIP Executive Panel Discussion
ADP/Statewide Insurance • Florham Park, NJ
Details coming soon!

April 27, 2011
NJYIP Board of Directors and Committee Meetings
Crowne Plaza • Jamesburg, NJ

May 9, 2011
NJYIP Annual Golf Open
Fox Hollow Golf Club • Branchburg, NJ

June 12-14, 2011
PIANJ/PIANY Joint Annual Conference and Annual Business Meeting
Taj Mahal • Atlantic City, NJ

June 14, 2011
NJYIP 27th Annual Fun Run and NJYIP/NY-YIP "Challenge"
Taj Mahal • Atlantic City, NJ

Round up

Click here to see highlights and photos from the 2010 NJYIP Summer Barbeque at the Beach!

Click here to see highlights and photos from the Southern New Jersey Member Drive Cookout!

Click here to see the 2010 NJYIP Sponsor Appreciation wrap up!

Check out the NJYIP News and Past Events Page to see a comprehensive list of all NJYIP events over the past year!

Welcome new members!

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

Philip S. Gordon	EB Cohen & Co. Inc.
Veronica McNeir	Pinnacle Risk Solutions
Carey Halligan	Allan Industries
Robert L. Loser	Atlantic Insurance Services
Ryan Cervasio	Professional Risk Placements LLC
Mark Throne	The Zenith
Christine Willoughby	Cumberland Insurance Group
Vickie Bellevue	Meeker Sharkey & Associates
Paul Tompkin	Emerald Financial Resources
Brian Bogdanoff	Insurance Office of America
Cruzita Crespo	Crespo Insurance Agency

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

Sponsor spotlight

Cumberland Insurance Group

Whether your insurance needs are business or personal, the Cumberland Insurance Group can help. With hundreds of professional agents, Cumberland has a local independent agent near you. Founded in 1844, Cumberland today protects more than 130,000 policyholders with quality products and services. They hold an A- (Excellent) financial rating from the A.M. Best Company, the insurance industry's leading rating organization, based on their ability to meet obligations to policyholders. Cumberland has built customer relationships by meeting these commitments as they have grown, for over 160 years. Throughout New Jersey, Pennsylvania, Delaware, and Maryland they're here to serve their policyholders. For more information about Cumberland Insurance Group please call (800) 232-6992.

ARI Insurance Cos.

ARI is one of the ten largest commercial automobile carriers in New Jersey represented by over 130 independent agents. They offer agents direct access to their management team - decision makers with the authority to work with you and approve creative solutions for your clients. ARI has assembled a staff of outstanding professionals, bringing together extensive experience in all disciplines of the business. And at ARI not only are their people easy to work with, they have systems that allow them to be responsive to the marketplace.

Looking ahead, ARI will continue to work closely with independent agents to develop creative solutions for their commercial automobile customers. At ARI they are small enough to understand your needs, yet large enough to make them happen. The Companies' business model is poised to bring long-term

solutions to the transportation needs of New Jersey's businesses. To contact ARI Insurance Cos. please call 800-820-4506.

ADP/Statewide Insurance Agency

ADP/Statewide Insurance Agencies Inc. is one of the larger independent insurance agencies in the state of New Jersey. They are the continuing organization for a group of insurance professionals that have been serving the NJ/NY/PA regions for over 165 years. As a firmly established insurance agency, they have access to twenty-six national and regional insurance companies, to respond to and service your insurance needs.

They are proud of their agents, customer service and support staff and are committed to providing them with professional development opportunities. They have attained and continue to pursue various professional insurance industry certifications. These include: Certified Insurance Counselor (CIC), Certified Insurance Service Representative (CISR), Accredited Advisor of Insurance (AAI), and Certified Professional Insurance Agent (CPIA). In addition, ADP/Statewide Insurance agency principals are currently serving in leadership positions with the Professional Insurance Agents of NJ (PIANJ). For more information about ADP/Statewide Insurance please call (973) 538-6300.

Anderson Insurance Agency

With more than 25 employees strong, Anderson Insurance Agency boasts a sizable staff of certified insurance professionals specializing in a wide range of products, including NJ business insurance, NJ commercial auto insurance, commercial property insurance, small business liability insurance and flood insurance. Years ago, the agency recognized the importance of employing professionals who are certified in the area of insurance giving clients added confidence and peace of mind. What's more, the agency is committed to providing the best possible service, price and counsel by representing a number of highly reputable insurance companies and customizing insurance programs that dovetail clients' precise needs. In addition to general New Jersey business insurance, AIA provides special insurance programs for artisan contractors; automobile services and body shops; yacht clubs; marinas; shopping centers; condominium associations; hotels; motels; marine contractors and much more.

Anderson Insurance Agency believes in giving back and is actively involved in the community. Its principals, employees and associates proudly offer their time, energy and money to make the world a better place to live and work. AIA participates in and sponsors local chambers of commerce, scouting, planning and zoning boards, business and trade associations, children's activities, the American Cancer Society, and a long list of other civic and industry associations.

Don't let another day go by without insuring your best assets. Call Anderson Insurance Agency, one of the most respected New Jersey business insurance agencies and a trusted choice for all your insurance needs. Providing affordable, dependable insurance coverage for nearly 40 years, they look forward to serving you at one of two convenient locations: Manahawkin, 800-444-8507 or Long Beach Island, 800-444-8507. Or click here for more information or to request a quote.

E&K Agency, Inc.

In 1930 two entrepreneurs borrowed $400 and established E & K Agency, Inc. in Long Branch, New Jersey. Their goal was to provide the most cost-effective insurance programs and professional services possible. The mission they launched more than 75 years ago continues to propel the Agency.

Over the years the Agency grew and diversified in response to the increasingly complex insurance needs of clients. Today E & K includes over 30 professionals managing the insurance needs of over 5,000 clients in New Jersey and nationally.

With a tradition of responsive and personal service, E & K has assembled a team of talented, seasoned professionals with the highest level of training and technological resources. The principals of E & K add skills and resources from their backgrounds in business and law. The result is efficient, effective, insurance service delivered by dedicated professionals who enjoy what they are doing. This unique approach has earned E & K the confidence and respect of its peers. E & K's principals serve as leaders of the state's major insurance organizations.

E & K Agency has always prided itself on its broad client base – both in number of clients (over 5,000) and their variety. E & K insures some of the state's largest companies as well as "Main Street" retail operations. Some of the Agency's larger accounts are in the fields of construction, retail, distribution, commercial real estate, hotel property management, manufacturing, and condominiums. E & K also has an extensive portfolio of personal insurance accounts. For more information about E&K Agency please call 732-389-6000.

PMA Group

PMA Insurance Group is a premier provider of workers' compensation risk solutions and related commercial insurance products for PMA target clients throughout the United States. For nearly 100 years they've been partnering with clients to assess their risk challenges and design solutions that best meet their unique needs. They measure their success by what they achieve for our clients and bring tangible value to their businesses.

PMA Insurance Group has three carefully designed business units to serve the distinct needs clients. They offer a full spectrum of property and casualty products – including commercial multi-peril, general liability, commercial auto, commercial property, umbrella and international coverage in addition to workers' compensation - and deliver tangible value to help improve their businesses. For more information about PMA please call (800) 222-2749.

Professional Risk Placements LLC

Professional Risk Placements is an independent, unaffiliated wholesale insurance brokerage that specializes in the placement of all forms of Professional Liability and related classes; as well as Products Liability and other Special Risks. They work exclusively for retail agents and brokers, and are dedicated to providing their customers with a value added dimension to their business. They offer first-class markets and top-notch service from a highly experienced, friendly, and service oriented staff that will be pleased to assist you with their wide array of coverages & products.

Professional Risk Placements specializes in placing Errors and Omissions, Directors and Officers, Employment Practices Liability, Products Liability, and Security / Privacy / Data Breach coverages along with other lines of coverage that can be purchased in conjunction with traditional Professional Liability Products. They place approximately 75 percent of their accounts with Admitted Markets and the remaining 25 percent with surplus lines carriers.

ProRisk is a full service brokerage for Professional Liability and related risks. In addition, retailers can access their Be Your Own Broker service for select P&C classes. For more information about Professional Risk Placements please call (732) 450-9730.

Raphael & Associates

Raphael & Associates is a TPA and claims adjusting company internationally recognized for its exceptional service and unsurpassed reputation of nationwide claims handling. They understand the importance of adapting to the demands of a dynamic market and tailor their services to client's specific needs. As a claims organization what they do is complex. Their mission is simple...to provide outstanding service, extraordinary professionals and the best that technology has to offer.
Their commitment to service is the philosophy that drives Raphael & Associates on a daily basis. This principle underscores every facet of the claims process. They know that a critical component of a successful program is the economical resolution of claims. This directly correlates to the effectiveness of the TPA. They keep tight controls on fees and indemnity payments with a view towards your overall profitability. For more information about Raphael & Associates please call (201)729-0200.

News and announcements

A word of thanks to John D'Agostino for hosting the NJYIP Soutern New Jersey Member Solicitation Cookout at his famous tiki bar at his home in Hammonton. Six new members joined the association as a result of the event attended by more than 30 members and guests!

NJYIP director Dan Tague, along with his father Steve, are taking a 10-day trip to rural Nicaragua where they will be building houses for families in this developing nation. Dan and Steve will be traveling with an organization called Bridges to Community and will build a home out of cinder block, steel roof and tile floor for about $3,500.00 US dollars. If you would like to donate to this worthy cause, please click here or contact Dan Tague at tague_dan@yahoo.com.

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 or kvoelker@pia.org.

Did you know?

We're your source—Think PIA first

In an attempt to simplify independent agents' lives, PIA continues its effort to help association members minimize information overload. The association works continuously to enhance and introduce benefits and services to bolster members' businesses, but realizes that promotion of each benefit results in adding to the overabundance of information and promotional materials agents must wade through every day. To alleviate this burden, PIA encourages you to **Think PIA first** for all of your agency needs. Our **Think PIA first** campaign helps members and their employees to streamline their day-to-day business opportunities by offering a single source for all of their informational and business needs.

PIA has been rising to the challenges independent agencies face for decades and has developed literally hundreds of resources and services to help members and their employees.

For this reason, PIA's **Think PIA first** slogan was developed to encourage members to take full advantage of their association membership for all of their agency needs. Whether you are faced with a small, simple question or a complex issue that requires more extensive research, PIA is encouraging all members and their employees, from the newest customer service representatives right up to the owners and principals, to simply contact PIA's Industry Resource Center at (800) 424-4244 or e-mail resourcecenter@pia.org.

So, the next time you want to now about a new law, whether a carrier is acting appropriately, or if you need a coverage interpretation, **Think PIA first.**—*Albright*

Press box

Check out these insurance-related articles and websites.

Amy Bryan, Immediate Past-President of New York Young Insurance Professionals talks about how she made the choice to pursue a career in the insurance field -- and why she thinks this is a great option for recent grads.

NY-YIP Immediate Past-President Amy Bryan is featured on American Agent & Broker's nGI initiative. The nexGens Initiative promotes growth and success to Gen Ys and those working with Gen Ys.

Read NJYIP Director Josh Batushansky's article "HootSuite reaches the mobile generation" in American Agent & Broker

'The online cocktail party' by NY-YIP Immediate Past-President Amy Bryan featured on American Agent & Broker

The myth of the big, bad insurance industry

5 Ways I Use Twitter As An Insurance Agent

Top 5 Ways to Retain Millennial Employees

5 Lessons in Social Networking

25 Ways to Listen to Customers on Social Media

The Three-Step Guide to Getting More Traffic by Writing Less

5 Elements of a Successful Facebook Fan Page

Top tips for a positive social media footprint

5 Ways to Increase Engagement with Your Content

How to Calm Employees into Social Media

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Anderson Insurance Agency
Atlantic Casualty Insurance Co.
The Barclay Group
E & K Agency Inc.
Professional Risk Placements
Raphael & Associates

For more information regarding our 2011 sponsorship program

please click here

NJYIP…Building tomorrow's insurance leaders!