YIP NJ CONNECTION

Your source for association news

WINTER 2011

Calendar

March 7, 2012
NJYIP Committee and Board Meetings
Crowne Plaza, Jamesburg, NJ

May 7, 2012
NJYIP Annual Golf Outing
Fox Hollow Golf Club
Branchburg, NJ

June 10-12, 2012
PIANJ/PIANY Annual Conference
Taj Mahal
Atlantic City

June 12, 2012
NJYIP 28th Annual Fun Run to benefit Special Olympics NJ
Boardwalk
Atlantic City, NJ

Round up

Click here for highlights of the 2011 Holiday Social

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

Welcome new members!

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

Peter Ballas	Pinnacle Risk Solutions
Luhara Cotta	TNT Insurance Agency
Ryan Fleming	JES Insurance
Maria Gonnella	Farmers Insurance Group
Benjamin Gossett	Farmers Mutual of Salem County
James Lavin	Trident Insurance Agency
James Paul Suydam	Suydam Insurance Agency
Joanna M. Thompson	Liberty Insurance Association

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

Sponsor spotlight

G & G Underwriters

Each county in New Jersey is represented by at least one agency that G & G does business with, ensuring G & G to write business to a geographically diverse population. G & G has committed and prided itself on its personalized service, for both its agency force and their insureds. This is most exemplified by their handling of renewal business, providing quotes before the expiration date and writing policies before the inception date. G & G is dedicated to providing exceptional customer service, coupled with superior technology infrastructure and a level of competence that is second to none. To learn more about G & G Underwriters, click here, or call 609-219-9100.

Fraser Brothers Group

For over 100 years, Fraser Brothers has been involved with the New Jersey business and professional scene. Fraser Brothers' treat their clients like family, and are very proud of the way they serve you. They strive to meet important goals such as reducing the cost of insurance for their customers and eliminating the gaps in coverage. They accomplish these goals through a comprehensive analysis of existing coverage as well as close comparisons of your insurance needs. To find out more about Fraser Brothers, click here or call 732-738-7400.

New Jersey Skylands Insurance Group

This full-service property casualty is rated A (exceptional) by financial stability rate provider Demotech. A subsidiary of the The Tower Group, New Jersey Skylands Insurance Group is focused solely on the needs of the people of New Jersey. New Jersey Skylands Insurance Group works exclusively with local independent agents giving you the peace of mind in knowing that both the agent and company are working for you. Through this relationship with independent agents, New Jersey Skylands Insurance Group attempts to become a national company with personal, customized service. To contact New Jersey Skylands Insurance, please call (866) 279-7688 or click here.

Plymouth Rock Assurance

Plymouth Rock Assurance is the new brand name for High Point Auto Insurance, Palisades Insurance, and Teachers' Insurance companies. To Plymouth Rock, Assurance is a way to make people feel comfortable about their insurance company. Their customers are people, not just policy numbers. Plymouth Rock is very active with charitable donations throughout the state of New Jersey, with over 40 local and national charitable organizations benefitting from Plymouth Rock's contributions. They have started an initiative to "go green," and with the help of their customers, saving over 150,000 pieces of paper and reducing their energy consumption since 2009. To find out more about Plymouth Rock Assurance, please call (855) 465-7722 or click here.

Progressive Insurance

Since 1937, Progressive has wanted to make auto insurance affordable, accessible, and easy for consumers. They started the first ever drive-in claims service, and also were the first company to let their customers pay premiums in installments. In 1992, Progressive was rated the largest seller of auto insurance by independent agents. In 1995, Progressive became one of the first companies in the world to have a website, and through technological innovation, has been able to grow steadily over the past 15 years. Progressive has become one of the largest auto insurance companies in the country, and through continued growth and innovation, it strives to be #1. For more on Progressive, please click here or call (800) 776-4737.

The 2012 sponsor program has arrived! If your company or agency would like to receive extra recognition, contact us today at yip@pia.org. The levels of sponsorship include Diamond, Platinum, Gold, Silver, Bronze, and Contributor. All levels of sponsorship include signage at our events. Click here for additional benefits of sponsorship. Help support an organization that is dedicated to building the industry leaders of tomorrow by becoming a sponsor today!

News and announcements

Creative Insurance Policies on the Rise

E&O Coverage for Real Estate Professionals: Why it's Important

Want to be a Leader? Start with You First

Dissatisfaction with Total-Loss Auto Claims

Independent Insurance Agents: A Source of Trust

Did you know?

ACORD Advantage Program

ACORD forms are now directly available under the ACORD Advantage Program. Under this program, there are two choices:

1) There is the free PDF Program, which allows you to access nonfillable, but printable, ACORD forms in pdf version, as well as a link to the instructions on how to complete each form.

- **If you are already registered for the ACORD website, simply enter your username and password here.**

- **If you have not yet registered for the ACORD website, you may do so here.**

2) There is a fee-based Advantage Participant Program that will give you access to fillable forms, as well as other benefits. The annual fee is $179; however, PIA members get a $20 discount and pay only $159. To receive your PIA-member discount, please be sure to check the box indicating you are a PIA member.

After logging in, or registering, select the DOWNLOAD FORMS button on the left-hand side to access the listing of ACORD forms.

For questions relating to the ACORD Advantage program, please contact ACORD directly at (800) 444-3341. Returning ACORD subscribers also will receive the PIA discount, although no midyear subscription discounts are available.

Recent Form Updates

In the latest ACORD forms update, the following country-wide forms have been revised:

- **93 (2011/10) Young Driver Questionnaire;**
- **141 (2011/10) Crime Section 2000;**
- **144 (2011/10) Glass and Sign Supplement;**
- **160 (2011/10) Business Owners Section;**
- **186 (2011/10) Contractors Supplement; and**
- **196 2011/10) Medical Professional Liability Insurance Application**

Meet your directors

Norma Alvarez-Martin

A member of NJYIP since 2009, Norma is a marketing representative for Plymouth Rock Assurance. She has served on the NJYIP Project Y committee, and in 2010 was the co-chair of the NJYIP events committee with Tom Wilkens. Norma is a 2008 graduate of Ramapo College and lives in Dunellen, NJ. To contact Norma, email her at *nalvarez@plymouthrock.com*.

Josh Batushansky

Serving the NJYIP since 2005, Josh is currently the VP, Operations and Marketing for The Barclay Group and is very active in both the NJYIP and his community. For the NJYIP, Josh has been a director and secretary. He has also served on the student membership committee, was Project Y chair, PIANJ's business issues committee YIP liaison, and was a representative for the Federal Legislative Summit. Outside of the industry, Josh has been on the board of the Palmyra Education Funding Committee, a committee member for the Riverton Business & Civic Association, and the Palmyra-Riverton-Cinnaminson Rotary, where he is webmaster. In addition, Josh has been a coach for the Pal-Riv Soccer Club, and is a volunteer for the Juvenile Diabetes Research Foundation, Little Rock Foundation, and the Ronald McDonald House of South Jersey. A 2003 graduate of Montclair State University, he was the past president of Montclair State's Marketing Association. Josh has received numerous awards in college and beyond for his work and community involvement. He earned an MBA from Drexel University-LeBow in September, 2010. To contact Josh, email him at *jbatushansky@barclayinsurance.com*.

Casey Yarger, CIC

Casey is the vice-president of the NJYIP, and a producer at Robert P. Petri and Daughter Agency. A member of the NJYIP since 2006, Casey has served as the secretary and is the chair of the 2012 Golf Open in May. He has also served as the education co-chair and the sponsorship committee chair. Casey graduated from Georgetown University and Rider University. To contact Casey, his email is *cyarger@petriinsurance.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

NJYIP Annual Sponsors 2011

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Bollinger Inc.
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MAPFRE USA/American Commerce
SERVPRO of Freehold
United States Liability Insurance

Silver

Applied Underwriters
ARI Insurance Cos.
D'Agostino Agency Insurance
Farmers Mutual of Salem
Fraser Brothers Group LLC
Hanover Insurance
Jimcor Agencies
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New Jersey Skylands Insurance, Member of Tower Group Cos.
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For more information regarding our 2012 sponsorship program please click here.

NJYIP…Building tomorrow's insurance leaders!