



CONNECTION

Your source for association news

Spring 2013



Calendar

April 24

Board of Director and Committee Meetings

Crowne Plaza
Jamesburg, NJ

May 6

23rd Annual Golf Open

Fox Hollow Golf Club
Branchburg, NJ

June 9-11

PIANJ/PIANY Joint Annual Conference

Trump Taj Mahal
Atlantic City, NJ

June 11

29th Annual Fun Run 5K to benefit Special Olympics New Jersey

Boardwalk
Atlantic City, NJ

July 25

Summer Networking Reception

Rooney's Oceanfront Restaurant
Long Branch, NJ

October 3

Networking Reception

Iron Hill Brewery
Maple Shade, NJ

October 9
Board & Committee Meetings
Venue TBA

December 5
10th Annual Industry-Wide Holiday Social
The Grain House
Basking Ridge, NJ



Round up

On March 21, members and colleagues of NJYIP met at Fox and Hound in Edison to watch the NCAA March Madness first round games. It was a great turnout and members had a great time. We hope to see you at the Golf Open at Fox Hollow Golf Course in Branchburg on May 6.

[Click here for a wrap-up of the 2012 Holiday Social](#)



Welcome new members!

Anthony Breen
Kellie Dainton
Rachel Khatkhate

Robert Larkin, Jr.
Lauren Roth
Steve Zeni

Farmers Insurance Group
Rockhill Insurance
Seneca Insurance Company
Transamerica Agency Network
Farmers Insurance Group
Northeast Planning Corporation



Sponsor spotlight

G&G Underwriters

Each county in New Jersey is represented by at least one agency that G & G does business with, ensuring that G & G writes business with 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.

Franklin Mutual Insurance Company

One of the oldest and most experienced insurance companies in New Jersey, Franklin Mutual Insurance Company is the largest mutual insurance company headquartered in New Jersey. They are not a large conglomerate, because by being smaller, they can offer you the personal service you need and desire. In 1879, FMI started out as the Franklin Farmers Mutual Fire Assurance Association in Franklin Township, NJ. Today, out of their home office in Branchville, they sell their products exclusively in New Jersey through professional independent agents. A.M. Best's Insurance Report gives them a financial rating of A+ (Superior) IX. For over ten years as continued event sponsor for the NJYIP Fun Run to benefit Special Olympics New Jersey, they have raised over \$125,000 through their sponsorship alone. Furthermore, the FMI team raises funds throughout the year, consistently making them one of the top fundraising teams. For more information on Franklin Mutual Insurance Company please click [here](#) or call (973) 948-3120.

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, 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](#).

Cumberland Insurance Group

Whether your insurance needs are business or personal, the Cumberland Insurance Group can help. With hundreds of professional agents represented, Cumberland has a local independent agent near you. In their 168th year in operation, 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, based on their ability to meet the obligations and needs of their policyholders. They serve the states of New Jersey, Pennsylvania, Delaware and Maryland. For more information on Cumberland Insurance Group please click [here](#) or call (800) 232-6992.

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 sponsorship levels include signage at our events and a listing on our website. Click [here](#) for additional benefits of sponsorship. Help support an organization that is dedicated to building the insurance leaders of tomorrow by becoming a sponsor today!



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[Chris Christie: Private Insurers Better Than Feds For Sandy Claims](#)



Did you know?

PIA Technology Hotline Service

PIA understands the ever-growing importance of technology to members' business. We're constantly working to provide more tools and services you need to compete successfully. Through PIA's Industry Resource Center, members can access our hotline and have their technology-related inquiries answered by nationally-recognized experts.

The hotline gives you access to Steve Anderson, CIC, editor of the *TAAR Report*, and Jason Hoeppner, CIC, of B.H. Burke & Co, Inc. Each of these two professionals brings members the advantage of more than 20 years' experience in the insurance agency technology field.

Through this service, members get up to 30 minutes free consulting time. To access this PIA member benefit, inquiries must be directed through PIA's Industry Resource Center. This service is joined by our other hotline services, which provides members access to attorneys specializing in human resource law and E&O defense, respectively.

Anderson and Hoepfner will provide advice on questions related to RealTime, download/upload, comparative rating, hardware, software, workflows taking full advantage of your system, using technology to sell more effectively, the new social media, agency websites, management and productivity data set-up, analysis and much more.

To ask a question, simply contact PIA's Industry Resource Center by phone: (800) 424-4244, fax: (888) 225-6935, email: resourcecenter@pia.org or use our Ask PIA button at <http://www.pia.org/include/contact.php>.

Technology Info Central

PIA's Technology Info Central tool kit, available at <http://www.pia.org/IRC/tech/>, keeps you on the cutting edge of the latest technology with a daily news feed, results of our PIA Technology Surveys, vendor contacts, Real Time information, Steve Anderson's weekly Tech Tip, and technology-related resource materials. The site also provides consumer-oriented materials you can use as content for your agency's website.

NJYIP is plugged in to Social Media? Join New Jersey Young Insurance Professionals on [Facebook](#), [LinkedIn](#) and [Twitter](#) to keep up to date with the latest news, events, event wrap ups and more. Interact with colleagues throughout the state and beyond by starting and becoming active in discussions.



Meet your directors

Tom Wilkens

Tom joined NJYIP in 2007 and currently serves as president. He is 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 captain of the 2000 United States Olympic Swim Team, earning a bronze medal in the 200m IM in Sydney, Australia. To contact Tom, email him at twilkens@prpins.com.

Casey Yarger, CIC

Casey is the vice-president of 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 was 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 actively involved members? [Click here](#) to get to know them. If you would like to become more active in your association, write us at lbunce@pia.org or kvoelker@pia.org.



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For more information regarding our 2013 sponsorship program please [click here](#).

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