



Happy New Year to you and your family from NJYIP!

Winter 2013 PIANJ-YIP News



Calendar

February 26, 2014
Board and Committee Meetings
Crowne Plaza
Jamesburg, NJ

March 20, 2014
"March Mayhem" Networking Event
Fox and Hound
Edison, NJ

April 30, 2014
Board and Committee Meetings
Sheraton
Edison, NJ

May 5, 2014
NJYIP Annual Golf Outing
Fox Hollow Golf Club
Branchburg, NJ

June 8-10, 2014
PIANJ/PIANY Joint Annual Conference
Trump Taj Mahal
Atlantic City, NJ
[Click here for more information](#)

June 10, 2014
NJYIP Fun Run to benefit Special Olympics New Jersey
Boardwalk
Atlantic City, NJ



Round up

[Click here for highlights of the 2013 Fall Networking Reception](#)



Welcome new members!

Emily Blanz
Rachel Dimitro
Brad Ecret
John Fallivene
Susan Johansson
Eric Reynolds
Chris Rios
Allison Sanchez
Veronica Stewart
Keira Washkau

Seneca Insurance Company
ServiceMaster Cleaning & Restoration by Replacements
Salem Oak Agency
Fallivene Agency
American Millenium Insurance Company
Farmers Insurance Exchange
Chamber Insurance Agency
Insurance Center of New Jersey
Insurance Center of New Jersey
CNA Insurance



Sponsor spotlight

[Professional Insurance Agents of New Jersey](#)

The premiere trade association for the insurance industry, PIANJ is dedicated to building the future for insurance agents everywhere. Offering such member benefits as

continuing education classes, trade shows, and its resource center, members should always "think PIA first." In addition, PIANJ offers creative services, networking opportunities, and other tools to help agents grow their business. PIANJ is affiliated with PIA National. If you are interested in becoming a PIANJ member, click [here](#) or call 800-424-4244.

Plymouth Rock Assurance

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 Casualty 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.

Western World Insurance Group

Established in 1964, Western World Insurance Group is first and foremost an underwriting company, they are among the top excess and surplus lines in the country. With more than forty five years of experience, success and stability, A.M. Best has awarded Western World Insurance Group a rating of A+ (Superior) Financial Size Category IX and an Issuer Credit Rating of AA- (Superior) (October 2011). The Group offers commercial insurance products on a surplus lines and specialty admitted basis with a commitment to a distribution network of appointed wholesale brokers and program managers on a nationwide basis. The insurance coverage provided by the Group includes general liability, property, professional liability, and commercial auto. To learn more about Western World Insurance Group, click [here](#) or call (201) 847-8600.

Our 2014 Sponsor program is in full swing! 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!



News

[What You can Learn from the Older Generation](#)

[New Threat or New Opportunity for Independent Agents?](#)

[Following Up Your Networking Experience](#)

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[Telecommuting: Good or Bad?](#)

[Sandy Aid Grants Not Going as Fast as Wished](#)



Did you know?

PIA introduces new Business Operations Tool Kit

Agency owners and principals have a lot on their minds on a daily basis. Running a professional, independent insurance agency can be a daunting task. PIA is here to help. As an association member, you have access to numerous resources to help you meet these challenges.

PIA's newest member benefit, PIA's new Business Operations Tool Kit, which can be accessed at <http://www.pia.org/IRC/operations/>, includes these essentials with new information added as necessary:

- agency perpetuation;
- agency valuation;
- business growth;
- carrier relations;
- customer service;
- contracts, agreements;
- employee, employer pay;
- errors & omissions;
- financial planning;
- human resources/employee benefits;
- sales, marketing;
- technology;
- value of independent agency system; and
- workflow.

We've put the most current and long-acquired knowledge of our experts all in one, easy-to-access kit, so if you have a business operations-related question, all you have to do is **Think PIA first**. To access the tool kit, log on to <http://www.pia.org/IRC/operations/>.

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 email resourcecenter@pia.org.

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

We've Switched?

If you are a member of the NJYIP group on Facebook, we have converted over to a page! Go to our new [page](#) and "like" it! You still get all the great information that our group gave you, but now it is easier to interact with other members



Meet your directors

Aaron Levine

The owner of LG Insurance Group in Long Branch, Aaron became a director at the 2013 Joint Annual Conference in Atlantic City, NJ. He has been a NJYIP member since 2009. Aaron is also a member of the New Jersey Restaurant Association and the Greater Long Branch Chamber of Commerce, of which he is a director. He is also a director of the Long Branch Concordance Family Success Center, and is also the Race Director of the Ocean Avenue Mile. He is a 2002 graduate of Syracuse University, and received his MBA in 2008 from Monmouth University. To contact Aaron, email him at aaron@lginsuranceinc.com

Lisa Rivlin

Vice President of Marketing at Forensic Consultants of North America, Lisa was elected as a director at the 2013 Joint Annual Conference in Atlantic City, NJ. She has been a member of NJYIP since 2012. She attended William Patterson College before entering her career in insurance. To contact Lisa, email her at lisa.rivlin@fc-na.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.



Sponsors

NJYIP Annual Sponsors

2013

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Contributor

For more information regarding our 2014 sponsorship program please [click here](#).

NJYIP...Building tomorrow's insurance leaders!