

Subject: [Mailing List] - yipnpw NJYIP Connection | Feb. 10, 2009

From: Log Mailing list <log@pia.org>

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Winter 2009



Calendar

February 11, 2009

**NJYIP Committee and Board of Directors Meetings
Monroe, NJ**

Please join NJYIP for the Committee and Board of Directors meetings at the Crowne Plaza in Monroe, NJ. All members are welcome to attend and participate fully. Lunch will be served. Programs Committee Meeting begins at 10:00am and concludes at noon.

March 12, 2009

PowerPoint for the Insurance Professional, approved for 2 CE credits

**Facilitated by: Joe Torella of Savoy Associates
Savoy Associates, Hamilton, NJ**

Please join NJYIP for an education program with CE credit facilitated by Joe Torella of Savoy Associates. Torella is Vice President of Business Development for Southern New Jersey and has been in the insurance industry for 21 years. This program will be tailored specifically to meet the needs of young insurance professionals and will have an emphasis on creating professional client presentations using Microsoft PowerPoint. Following the program, there will be a casual reception with a free beverage and snacks at T.G.I. Friday's in Hamilton.

For more information and to register please visit:

http://www.njyip.org/resources/powerpoint_09.pdf

April 20, 2009

**19th Annual Golf Open
Fox Hollow Golf Club**

Join NJYIP for their 19th Annual Golf Open at Fox Hollow Golf Club in Branchburg on April 20. Whether you're an avid golfer or a beginner, come out and play golf with your fellow insurance professionals at one of the largest industry golf events in New Jersey! With extended networking opportunities during dinner, even non-golfers benefit.

Sponsorship opportunities are available. Please call (800) 424-4244 if you are interested. For more information please visit: <http://www.njyip.org/resources/golf09.pdf>.

April 23, 2009 Committee and Board of Directors Meetings Special Olympics New Jersey Complex

Please join NJYIP for a Committee and Board of Directors meeting at the Special Olympics New Jersey Complex in Lawrenceville, NJ. All members are welcome to attend and participate fully. Lunch will be served. A tour of the facility will take place after the meetings have concluded. The Programs Committee Meeting begins at 12:30.

June 9, 2009 NJYIP 25th Annual Fun Run Taj Mahal Boardwalk, Atlantic City

NJYIP will host their annual 5K Fun Run at the Trump Taj Mahal Boardwalk on June 9 at 7am. PIANJ with its Annual Golf Classic and NJYIP with the Fun Run have collectively raised over \$2.4 million over the past 25 years to benefit Special Olympics New Jersey. Participants are welcome to compete independently or as a team. Sponsorships are available. For information on registration or sponsorship please call (800) 424-4244 ext. 273.



Round up

Industry-Wide Holiday Social

On December 4, 2008, NJYIP celebrated the 5th annual Industry-Wide Holiday Social at the Hilton Woodbridge in Iselin, NJ. Attendees enjoyed exceptional food and drink while celebrating the holiday season with 170 insurance professionals from 10 industry associations. **Click here to see highlights and pictures of the event:** http://www.njyip.org/HolidaySocial_08.shtml.

New Jersey Devils Hockey Social

On January 21, 2009, NJYIP members attended the New Jersey Devils vs. the Montréal Canadiens hockey game at the Prudential Center. Members enjoyed a fun-filled night of refreshments, networking and of course, hockey. This event was

very successful and NJYIP hopes to have another sporting event reception in the future.



Welcome new members!

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

Becky Mateus	The Insurance Centers
Christopher Lane	Suydam Insurance Agency, LLC
David A. Henriques	Bollinger Inc.
Gina Gonzalez-Rodriguez	Bollinger Inc.
Heather Mitchell	SE Mitchell & Son Inc
Kaitlyn Dudzinski	Markel Corp
Peter Brusyo	O'Gorman & Young
Stephen R. Chiarello	Joseph Chiarello & Co.

To get in touch with your YIP peers, please visit the Online Member Directory located at:
<http://www.pia.org/YIP/Dir/>



Sponsor spotlight

Franklin Mutual Insurance Company

The Franklin Mutual Insurance Company has been in business since 1879, making them one of the oldest and most experienced insurance companies in New Jersey. Although they are the largest mutual insurance company headquartered in New Jersey, they are not a large conglomerate. By being smaller, they can offer you the personal service you need and desire. They sell their products exclusively in New Jersey through Professional Independent Agents. They are financially sound. A.M. Best's Insurance Report (The Dun & Bradstreet of the Insurance Industry) gives them a financial rating of A+ (Superior) IX. **For more information on Franklin Mutual Insurance Company please click here:**
<http://www.fmiweb.com/index.html>.



News and announcements

Please join us in congratulating Patti Smith, NJYIP immediate past president, on her recent appointment to Special Olympics New Jersey's board of directors!

Please also join us in wishing Patti good luck as New Jersey's state candidate for "National Insurance Professional of the Year." The winner will be acknowledged in Washington, D.C. at the Annual Federal Legislative Summit in April.

Save the Date: PIANJ/PIANY Joint Annual Conference. The 2009 PIANJ/PIANY Joint Annual Conference, the industry's largest show in the Northeast, is slated for June 7-9, 2009 at the Trump Taj Mahal. Want to sponsor, exhibit and/or advertise? Get the sales kit [here](#). Stay tuned to PIA publications as details are announced.

Unlock Your Hidden Potential With The CPIA Designation. The Certified Professional Insurance Agent designation stands for professionalism in an ever-changing industry. Attaining the designation shows a commitment to continuing education and a keen grasp of technical knowledge. If you truly are dedicated to ensuring your independent agency succeeds in today's highly competitive market, consider this distinguished designation. The CPIA program is offered exclusively by PIA in New York state, New Jersey and Connecticut. See what everyone is talking about, [here](#).

GAO Investigates: Does U.S. Money Give AIG An Edge? At the request of Rep. Paul Kanjorski, D-Penn., chairman of the Capital Markets Subcommittee, and Rep. Spencer Bachus, R-Ala., ranking member of the parent House Financial Services Committee, the Government Accountability Office is investigating whether AIG's federal funding lifeline provides the company with an unfair advantage in the pricing of commercial insurance products. [More ...](#)

National Auto Fraud, Theft Prevention System Is Live. The nation now has a new [online computer system](#) to help protect states and consumers from automobile fraud and to provide law enforcement with new tools to investigate fraud, theft and other crimes involving vehicles. The U.S. Department of Justice unveiled the National Motor Vehicle Title Information System Jan. 30, 2009. The system is accessible through third party, fee-for-service Web sites.

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?

PIA—keeping you “in the know”
Member-exclusive services available through PIA’s Industry Resource Center

PIA’s QuickSource document service includes hundreds of listings. Available at www.pia.org under the Member Resources tab, this comprehensive index is a complete library of offerings that makes getting information you need a breeze with easy search capability. PIA continuously updates QuickSource offerings, which cover a wide range of topics, including legislative and regulatory

updates, Internet and technology issues, company information, coverage issues, agency management concerns and much more.

The best part: members who previously requested the document receive e-mail notification as documents are updated, making it easier to stay on top of the latest changes.

PIA offers many opportunities to get the information you need to stay on the cutting edge of the insurance marketplace. So, **Think PIA first** for your agency needs—contact us by phone at: (800) 424-4244; fax: (888) 225-6935; or e-mail: resourcecenter@pia.org.

Also, if you prefer to use PIA's Web site and have not yet registered, you may do so by completing the short online form available at http://www.pia.org/web_registration.php.



Press box

Check out these insurance-related articles and websites.

Students finding market for skills in risk, insurance
<http://www.businessinsurance.com/cgi-bin/article.pl?articleId=26853>

Recruitment: The big-picture view
<http://www.agentandbroker.com/ME2/dirmod.asp?sid=&nm=Articles&type=Publis>

Project Y

Check out NJYIP's website dedicated entirely to educating today's youth regarding insurance careers at www.projectynj.org.



Meet your directors

**Do you know NJYIP's involved members?
Click here to get to know the active members of your association.**

<http://www.njyip.org/leaders.shtml>.

And if you would like to become more active, write us at yip@pia.org.



Sponsors

NJYIP Annual Sponsors 2009

Diamond

Delos Insurance Co.

Platinum

Franklin Mutual Insurance Co.

Gold

ARI Insurance Cos.

Bollinger Inc.

Chamber Insurance Agency Services

Cumberland Insurance Group

Silver

Anderson Insurance Agency

New Jersey Skylands Insurance Cos.

Professional Insurance Agents of New Jersey Inc.

Jimcor Agencies

D'Agostino Agency Insurance

Progressive Insurance

Bronze

The Barclay Group

E & K Agency

First Indemnity of America Insurance Co.

PEGAS

PMA Group

Raphael & Associates

Suydam Insurance Agency, LLC

**For more information regarding our 2009 sponsorship program please
click here: http://www.njyip.org/resources/sponsor_brochure.pdf**

***NJYIP...Building tomorrow's insurance
leaders!***

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