

**Subject:** [Mailing List] - yipnpw NJYIP Connection | April 27, 2009

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

**Date:** Mon, 27 Apr 2009 15:27:02 -0400



**Spring 2009**



## Calendar

**June 7-9, 2009**

**PIANJ and PIANY Joint Annual Conference  
Taj Mahal Casino Resort  
Atlantic City, NJ**

PIANJ and NJYIP will be hosting their 2009 Conference at the Taj Mahal in Atlantic City, NJ on June 7-9. All members are encouraged to attend the Annual Business Meeting. Join NJYIP and PIANJ for the trade show, education sessions, luncheon and more in the industry's largest show in the Northeast! **For more information please [click here](#).**

**June 10, 2009**

**NJYIP Fun Run for Special Olympics  
Taj Mahal Casino Resort Boardwalk  
Atlantic City, NJ**

Join NJYIP for the 25<sup>th</sup> Annual Fun Run to benefit Special Olympics New Jersey at the 2009 Joint Annual Conference in Atlantic City. Since 1984, PIANJ and NJYIP have raised over \$2.4 million for Special Olympics New Jersey. Don't miss this special event! **For more information and to register please [click here](#).**

**\*Rescheduled\***

**July 20, 2009**

**NJYIP 19<sup>th</sup> Annual Golf Open  
Fox Hollow Golf Club  
Branchburg, NJ**

Join NJYIP for their 19<sup>th</sup> 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 [click here](#).**

**July 30, 2009**

**NJYIP Summer Barbecue at the Beach**

**The Ocean Place**

**Long Branch, NJ**

Join NJYIP for their Summer Membership Reception at The Ocean Place in Long Branch, NJ. Embrace the warm summer weather and enjoy delicious food and drink while making lasting business relationships. **Please visit the [NJYIP calendar page](#) for registration information which will be available soon** or call Terri Vierschilling at (800) 434-4244 ext. 273 or email [tvierschilling@pia.org](mailto:tvierschilling@pia.org).



## Round up

### **PowerPoint for the Insurance Professional**

NJYIP hosted an education program titled "PowerPoint for the Insurance Professional" on March 12, 2009 at Savoy Associates in Hamilton, NJ. A very special thank you is extend to facilitator 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. The program focused on meeting the needs of young insurance professionals and emphasized creating professional client presentations using Microsoft PowerPoint. Following the program, there was a casual reception where members enjoyed beverages and snacks at T.G.I. Friday's.



## Welcome new members!

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

Christopher Denley	Creative Agency Group
Jason S. Wolfe	Professional Group Plans
Peter Small	Creative Agency Group
Yajaira Rivera	Jimcor Agency, Inc.
Cheryl Rispoli	Jimcor Agency, Inc.
Sharon E. Brown	Browne Insurance Agency
Joseph A. Tassani	Insurance Solutions & Services, Inc.

**To get in touch with your YIP peers, please visit the [Online Member Directory](#).**



## Sponsor spotlight

### ARI Insurance Companies

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 clients and approve creative solutions. ARI has assembled a staff of outstanding professionals, bringing together extensive experience in all disciplines of the business. ARI's history goes back to 1879 through Farmers Reliance Insurance Company, later known as American Reliance Insurance Company. Agents familiar with these names will recall their outstanding reputation for servicing customers and agents alike. ARI has honored this heritage by building a financially sound organization dedicated to providing the highest level of service for commercial automobile customers. **For more information on ARI, please [click here](#) or email them at [info@ari-ins.com](mailto:info@ari-ins.com).**



## News and announcements

### Congratulations!

A very special congratulations goes out to NJYIP member Don Van Duyn from Savoy Associates who married Melissa Podolski on April 24, 2009. Congratulations and good luck to the happy couple!

### Philanthropy

On May 2, NJYIP members Patti Smith, Beth Frederickson, Kristen Jones and Coryn Thalmann will be participating in the 2009 12th Annual EIF Revlon Run/Walk for Women in New York City which benefits women's cancer research. We thank them for their efforts and wish them luck in the race! **For more information on the race or to register please visit the [EIF Revlon Run/Walk for Women New York website](#).**

Patti Smith, Beth Frederickson and Kristen Jones attended the Special Olympics New Jersey Fund Raising Dinner at On the Bone restaurant on Thursday, April 23. PIANJ and NJYIP have a long standing relationship with Special Olympics and have raised over \$2.4 million for the organization. **For more information on Special Olympics New Jersey, [please visit their website](#) or contact Terri Vierschilling at [tvierschilling@pia.rg](mailto:tvierschilling@pia.rg) to inquire about NJYIP's affiliation with the organization.**

### Join PIANJ for the Women's Business Forum

PIANJ invites you to attend the Women's Business Forum on May 6, 2009 at Forsgate Country Club in Jamesburg, NJ. The Women's Business Forum is designed to promote career and agency development for the state's female agency executives; foster relationships, both professional and personal; and create a comfortable environment in which participants can further develop existing business and leadership skills. Speaker Elizabeth E. Hance, President and Chief Executive Officer of Magyar Bank in New Brunswick, will provide an update on the world of finance within the context of community banking as a business strategy.

Also explored will be varied topics including: the importance of community commitment; shared concerns regarding federal 're-regulation'; and even the differing management styles of females vs. males.

This is a program designed for anyone interested in learning common-sense strategies to help navigate tough economic times—and even find unique opportunities in the process! **For more information or to register please [click here](#).**

**Project Y Featured At PIA Federal Legislative Summit.** On Friday, April 3, 2009, the PIA Federal Legislative Summit hosted its annual *PIA Membership Summit and Affiliate Trade Show*. This year, the program's primary focus was industry recruitment and the young insurance professionals. During the trade show, PIA affiliates from around the country shared program materials and had an opportunity to highlight their own state's successful programs. Kim Voelker, director of the New Jersey Young Insurance Professionals, gave a presentation detailing recent Connecticut, New York and New Jersey recruitment efforts with a particular focus on New Jersey's intensive joint recruitment initiative, [Project Y](#). The summit also featured various sessions on how to recruit the younger generations.

**Save The Date—PIANY/PIANJ Joint Annual Conference.** The 2009 PIANY/PIANJ 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? For a sales kit, click [here](#). Stay tuned to PIA publications as details are announced.

**PIANJ Agency Staffing Assistance Program.** It's hard to find good employees—a universal problem, not specific to insurance. But while all sectors are feeling the crunch, we face an additional challenge: the increasingly, albeit falsely, negative image of insurance. Good employees are not only hard to find, but actively avoiding the insurance industry. PIA's [Agency Staffing and Assistance Program](#) is a comprehensive online tool kit, which will help you recognize, recruit and train good employees, and offers items from sample classified ads and public relations materials to online job sites, high school and college counseling offices and how to set up an internship program within your agency.

**ACORD/AUGIE Carrier Session, June 9.** In conjunction with this year's PIANY/PIANJ Joint Annual Conference, ACORD and AUGIE are hosting a Carrier Session, **Tuesday, June 9, 2009**, at the Trump Taj Mahal in Atlantic City. The purpose of the session is to engage insurance carriers to provide Real Time and download functionality; and ensure independent agents have more time for service, retention and sales. To register for this free event, click [here](#).

**PIA's CISR Designation: Earn CE Credit And Benefit From This Practical Program.** PIA's Certified Insurance Service Representative Designation program is a continuing-education credit approved, nationally recognized designation program for a practical, hands-on approach to learning. Take all five, one-day seminars and pass all exams within three years to earn the designation. Core CISR courses are: *Agency Operations, Commercial Casualty, Commercial Property, Personal Auto and Personal Residential*. PIA offers courses throughout the tri-state area. For details and to register, click [here](#).

**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](mailto:jabukhalaf@pia.org) or [kvoelker@pia.org](mailto:kvoelker@pia.org).



## Did you know?

### **PIA Licensing Compliance Central**

Many states are changing their licensing statutes and regulations to reflect the model licensing procedures of the National Association of Insurance Commissioners (NAIC). This means individuals licensed as insurance producers are undergoing a transition to license renewal dates that are based on their date of birth, and each state has different rules for these transition period licenses. Through PIA Licensing Compliance Central you will have access to resources regarding licensing changes in New York, New Jersey and Connecticut. You also will find an interactive section that will help you determine when your own license(s) (personal AND business) will complete the transition period. To learn more, access <http://www.pia.org/IRC/licensing>. PIANY also offers a variety of courses to complete your required CE requirements. Click on each state for an upcoming schedule: [Connecticut](#), [New Jersey](#) and [New York](#).

**And, if you still have questions, PIA's Industry Resource Center staff can assist you. Simply send us an e-mail at [resourcecenter@pia.org](mailto:resourcecenter@pia.org) or call (800) 424-4244.**



## Press box

**Check out these insurance-related articles and websites.**

[\*\*Insurance Agents 40-and-Younger: What Are YOU Thinking? Exclusive Young Agents Survey\*\*](#)



## Meet your directors

### **Kristen Juszczak NJYIP President**

Kristen Juszczak is a program manager and senior account executive for Chamber Insurance Agency Services in West Orange, NJ. Kristen joined PIA in 2004 and has served on the PIANJ membership, education and conference committees. She has also served as NJYIP special events chair, holiday social chair and vice president. Kristen has been featured in *Rough Notes Magazine* and was named 2006 NJYIP Director of the Year. In her time away from the office, Kristen enjoys playing golf and is a member of the Women's Golf Association of NJ. She is engaged to be married to Chris Scott which is going to make her last name a lot easier to

pronounce! If you would like to contact Kristen, please email her at [kmjuszczak@chamberagent.com](mailto:kmjuszczak@chamberagent.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 [yip@pia.org](mailto:yip@pia.org).**



## Sponsors

### **NJYIP Annual Sponsors 2009**

#### **Diamond**

Delos Insurance Co.

#### **Platinum**

Franklin Mutual Insurance Co.

#### **Gold**

Allstate New Jersey

ARI Insurance Cos.

Bollinger Inc.

Chamber Insurance Agency Services

Cumberland Insurance Group

#### **Silver**

Anderson Insurance Agency

D'Agostino Agency Insurance

Fraser Brothers

New Jersey Skylands Insurance Cos.

Professional Insurance Agents of New Jersey Inc.

Jimcor Agencies

Herbert L. Jamison, LLC

Progressive Insurance

#### **Bronze**

The Barclay Group

E & K Agency

First Indemnity of America Insurance Co.

MGA Insurance Recruiters

PEGAS

PMA Group

Raphael & Associates

Suydam Insurance Agency, LLC

**For more information regarding our 2009 sponsorship program please [click here](#)**

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

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