

Subject: [Mailing List] - yipnw NJYIP Connection | July 31, 2009

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

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Summer 2009



Calendar

August 12, 2009

**NJYIP Committee and Board of Directors Meetings
Crowne Plaza
Jamesburg, NJ**

Please join NJYIP for the Committee and Board of Directors meetings at the Crowne Plaza in Jamesburg, NJ. All members are welcome to attend and participate fully. Lunch will be served. Programs Committee Meeting begins at 10:00am and concludes at 11:30am.

September 23, 2009

PIANJ Women's Business Forum:

"It's a Jungle Out There" featuring body language expert Janine Driver

**Marriott Bridgewater
Bridgewater, NJ**

Join the Women's Business Forum on September 23 for a one-of-a kind, fast-paced, interactive program designed to help you succeed. Speaker, author and media personality Janine Driver will explore the importance of body language and teach you to identify what you are doing that isn't working. Learn how to build instant rapport, gain the competitive edge during interactions and maximize your relationships with others. This program will give you the tools to win over difficult clients and achieve your potential! PIANJ 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. **For more information or to register please [click here](#) or call (800) 424-4244 ext. 270.**

September 24, 2009
NJYIP Sponsor Appreciation Reception
Maggiano's
Bridgewater, NJ

The New Jersey Young Insurance Professionals will be honoring its 2009 annual sponsors with a reception September 24, 2009 at Maggiano's in Bridgewater. Please come and enjoy great food and networking while NJYIP salutes its generous sponsors. **For more information on this event or to register [please click here](#) or call Terri Vierschilling at (800) 424-4244 ext. 273.**

October 15, 2009
NJYIP Committee and Board of Directors Meetings
Sheraton
Edison, NJ

Please join NJYIP for the Committee and Board of Directors meetings at the Sheraton in Edison, 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.

October 20, 2009
NJYIP Bowling Party and Member Reception
AMF Strike 'N' Spare Lanes
Green Brook, NJ

Join NJYIP for networking, food and fun at AMF Strike 'N' Spare Lanes in Green Brook, NJ on October 20, 2009. The evening includes two games, shoe rental, hors d'oeuvres, beer and soda. **For more information or to register [please click here](#) or call Terri Vierschilling at (800) 424-4244 ext. 273.**



Round up

June 7-9, 2009
PIANJ and PIANY Joint Annual Conference
Trump Taj Mahal
Atlantic City, NJ

PIANY and PIANJ held its Joint Annual Conference at the Trump Taj Mahal in Atlantic City, NJ on June 7-9. NY-YIP and NJYIP members gathered together for the conference which was highlighted by the YIP Nitecap event. Members, friends and colleagues enjoyed an entertaining night of music and dancing at the Ego Lounge in the Trump Taj Mahal. **Please visit the [NJYIP news and events page](#) soon to see highlights and photos from the conference.**

June 9, 2009
NJYIP Fun Run for Special Olympics New Jersey
Trump Taj Mahal

Atlantic City, NJ

NJYIP held its highly successful Fun Run on June 9, 2009 at the Trump Taj Mahal in Atlantic City, NJ. This year Fun Run celebrated its 25th anniversary with over 165 runners and raised over \$127,000 for Special Olympics New Jersey. NJYIP would like to thank the 2009 Fun Run sponsors for their support. We hope to see all of you next year! **For highlights of the event please [click here](#).**

July 20, 2009 NJYIP 19th Annual Golf Open Fox Hollow Golf Club Branchburg, NJ

On July 20 NJYIP held its 19th Annual Golf Open in Fox Hollow Golf Club in Branchburg. Over 120 golfers enjoyed an eventful day of golfing, great food and friendly competition. Players participated in a hole-in-one and putting contests as well as enjoyed a buffet dinner, barbeque lunch and many prizes. NJYIP raised nearly \$1,400 for Michael's Feet, a non-profit organization established to support, give comfort and ease the burden for parents caring for seriously ill newborns in Monmouth and Ocean County New Jersey. **To see highlights of this event as well as a list of winners, please visit the NJYIP [news and events](#) page soon.**

NJYIP would like to thank all of the generous sponsors that made this event possible:

[Delos Insurance Co.](#)- Event Sponsor

[Ace Private Risk Services](#)

[AIG Private Client Group](#)

[ARI Insurance Cos.](#)

[Beckerman & Company](#)

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[Peerless Insurance](#)
[Professional Risk Placements](#)
[Quincy Mutual Fire Insurance Co.](#)
Thornton Agency
[Travelers of NJ](#)

July 30, 2009
NJYIP Summer Membership Reception
The Ocean Place
Long Branch, NJ

On July 30, NJYIP members, colleagues and friends enjoyed a sea-side beach barbeque at The Ocean Place in Long Branch. Nearly 60 guests enjoyed the summer atmosphere while dining on summer favorites as they took advantage of NJYIP's premiere networking. **For photos and highlights from this event, please visit the [NJYIP news and events page](#) soon for it.**



Welcome new members!

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

Kristen Conley	NJ School Boards Association Insurance Group
Mara Pellish-Maghan	Ross W. Maghan Agency
Michelle L. Flaim	Travelers NJ
Norma Alvarez	Palisades Safety & Insurance
Ross Maghan III	Ross W. Maghan Agency
Anna Kodryanu	AIU Holdings
Robert Cifelli	ADP/Statewide Insurance Agency

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



Sponsor spotlight

Bollinger Inc.

As one of the nation's largest privately owned insurance agencies, Bollinger provides insurance solutions to thousands of customers. They pledge to keep pace with the growing complexity of their customers' needs by continuing to upgrade and improve their resources and capabilities. You want to deal with a

growing, profitable and efficient insurance agency and brokerage firm, and Bollinger strives to excel in those areas. Bollinger commits to you that they will partner with the strongest, most capable insurance carriers with the financial strength and expertise to meet your needs. Bollinger's goal is to forge a three-way partnership with their customers and insurance carriers to provide the stability you can rely on. The Bollinger name has become synonymous with the many specialty insurance programs they offer, such as student accident, amateur sports, and golf and country clubs. For more information on Bollinger please visit <http://www.bollingerinsurance.com/> or call (973) 467-0444.

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. Founded in 1844, 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, the insurance industry's leading rating organization, based on their ability to meet our obligations to their policyholders. Cumberland has built customer relationships by meeting these commitments as they have grown, for over 160 years. Throughout New Jersey, Pennsylvania, Delaware, and Maryland they are here to serve their policyholders. **For more information on Cumberland Insurance Group please visit <http://www.cumberlandgroup.com/> or call (800) 232-6992.**



News and announcements

Michael Cross, Jr. named Young Insurance Professional of the Year.

Cross was honored at the joint annual conference of New Jersey and New York. The event was held in Atlantic City [more...](#)

PIANJ Annual Golf Classic—Register Early And Win. PIANJ's 26th Annual Golf Classic, to benefit Special Olympics New Jersey, will be held **Monday, Sept. 14**, at Stanton Ridge Golf & Country Club in Whitehouse Station. Sponsorship opportunities are available; join event sponsors ARI Insurance Cos., Cumberland Insurance Group, Farmers Insurance Co. of Flemington and Franklin Mutual Insurance Co. with a sponsorship and help support SONJ and your association. Looking to register or sponsor the event? Click [here](#) or call (800) 424-4244, ext. 273.

PIANJ/NJYIP Report Increase In Student Resumes. More than ever before, recent graduates are expressing interest in the insurance industry. The PIANJ/NJYIP joint recruitment campaign at local colleges has brought in more than 350 resumes to date to the Project Y/Agency Staffing Assistance Program student-resume database. "Students realize that the insurance industry is a smart career choice, particularly in the current economy, as the field is recession resistant—people always need insurance," said William R. Vowteras, CPIA, PIANJ president. "Through the joint PIANJ/NJYIP effort, we are working to eliminate misconceptions about the industry and help the next generation understand what insurance really entails: counseling people, protecting their assets and helping them when they need it most." [More ...](#)

PIA National Asks For Your Help During Capitol Hill In Your Backyard Event. PIA National will hold its annual Capitol Hill in Your Backyard event **Wednesday, Aug. 5, 2009**, as its District Lobbying Day. PIA National asks

members to take part in this event to engage their elected officials (during the congressional recess); to promote the points of view of PIA; and to forge relationships with those who serve them in Washington, D.C. PIA members can make appointments with their elected officials on their own or they can send them a letter through the PIA National's [Online Grassroots Action Alert System](#). More details on the event will be released shortly.

Save The Date: PIANJ's 10th Annual OktoberEdFest. Join PIANJ **Oct. 21-22, 2009**, at the Crowne Plaza, Edison, where you may pick your own education—earn up to 17 NJCE credits with a choice of nine education sessions. Package registration is \$350 member; \$650 nonmember. The package includes five continuing education sessions, both luncheons, refreshments, materials and CE processing. [More ...](#)

PIANJ Advisory Council Recruitment—Got Something To Say? We'll Listen. PIA hosts regional [Advisory Council meetings](#) twice a year for principals and/or owners of member agencies to discuss issues of common interest and concern. The council meetings are informal, round-table discussions at which members give their opinions on the industry's hottest issues; tell PIA what is important to agents in their area; influence the association's positions, programs and services; and network with peers. The information from the meetings, which is shared with PIA's board and committee members, management and staff, provides valuable feedback to the association in shaping the future of the organization. For more information on PIA's Advisory Council program as well as how to join, contact Matthew Taylor by e-mail at mtaylor@pia.org; or call (800) 424-4244, ext. 303.

Fresh Topics Coming Your Way: PIA Lunch And Learn Teleconference Schedule. Upcoming programs include **Wednesday, Sept. 2: Insurance to Value**; and **Thursday, Sept. 17: How To Value Insurance Agencies**. For more information, or to register for any of these programs, click [here](#).

Need A Forum To Discuss Issues With Other Agents? Think PIA First. Want to share, barter or exchange with other PIA agencies? PIA's [community message boards](#) provide PIA members with medium that's more focused on the industry than other message boards, such as craigslist. This benefit, rolled out by PIA, allows agencies to communicate directly on a multitude of issues: Agency Automation, Business Management, Industry Info., and even a Market Exchange.

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?

Jump on PIA's latest technology wave

PIA launched several new features on its Web site as part of its continued commitment to provide members with the information they need in the formats they want. These newest releases include an interactive message board, podcasts and RSS feeds, and can be found on the upper right-hand side of the PIA Web site (www.pia.org). These features include:

§ **Member message board.** These forums (www.pia.org/forums/) provide a venue for members to share ideas and more, including discussions on: market exchange, technical issues and agency automation.

§ **Podcasts.** PIA members can access timely podcasts, presented by industry experts. Members can learn about the issues that concern them the most while on the go, using downloadable audio files, such as the results of PIA's recent *Online Technology Survey and New York's compensation disclosure draft regulation*, available at: www.pia.org/podcast/.

§ **RSS feeds.** PIA members now are able to subscribe (www.pia.org/subscriptions.php) to frequently updated information. Members can get information they want with this time-saving technology that allows you to receive and process news and other information to your customized feeder; be updated when continuing education classes are announced; and find new or updated QuickSource documents to help understand the latest industry issues.

Think PIA first

PIA's latest interactive offerings are a great way to stay on top of what's happening with your association and the industry without the hassle and time-consuming process of sorting through various Web sites to find the information that's important to you. Logon to the PIA Web site now and start saving time today.

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 or call (800) 424-4244.



Press box

Check out these insurance-related articles and websites.

[Priori, other officers elected to serve New Jersey Young Insurance Professionals.](#)

[More Students Showing Interest in Insurance Careers, Say N.J. Agents Young People Show Increased in Insurance Careers](#)

[PIANJ/NJYIP Report Increase In Student Resumes; Grads Looking To Insurance](#)

[Runner race, generate \\$127K for NJ charity](#)

[Priori elected to serve New Jersey Young Insurance Professionals](#)

[How to hire the next generation of leaders](#)

[Associations: Recent grads eyeing insurance field for jobs](#)

[What Young Agents Value About Being Independent.](#)

[New Jersey agents' groups say interest in insurance industry growing](#)

[Young People Show Increased Interest In Insurance Careers](#)



Meet your directors

Danielle Marie Priori

NJYIP President

Danielle Priori is president of NJYIP and is a producer at ADP/Statewide Insurance Agencies in Cedar Knolls, NJ. Danielle joined NJYIP in 2004 and participated in the joint task force and served as the education committee chair. Danielle attended

Randolph High School in Randolph, NJ and attended Rider University with a degree in Communications. Danielle is also involved in the Family Reach Foundation which is a non profit organization that raises money for children with cancer and helps with relief for their families' every day expenses. Danielle enjoys going to the gym, loves the beach, reading, and likes to volunteer her time whether it's for church, food drives, clothes drives among many other causes. To contact Danielle, please email her at danielle@adpinsurance.com or call 973-538-6300 ext 228.

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 **2009**

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Delos Insurance Co.

Platinum

Franklin Mutual Insurance Co.

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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 Group, LLC

Herbert L. Jamison & Co., LLC

Jimcor Agencies

New Jersey Skylands Insurance Cos.

Professional Insurance Agents of New Jersey Inc.

Progressive Insurance

Bronze

The Barclay Group

E & K Agency Inc.

First Indemnity of America

MGA Insurance Recruiters

PEGAS

PMA Group
Raphael & Associates
Suydam Insurance Agency, LLC

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

[NJYIP...Building tomorrow's insurance leaders!](#)

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