

Subject: [Mailing List] - yipnpw NJYIP Connection | October 30, 2009

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

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CONNECTION

Your source for association news

Fall 2009



Calendar

November 5, 2009

****Rescheduled****

NJYIP Fall Member Reception Bowling Social

AMF Strike 'N Spare Lanes

Green Brook

Join NJYIP for their Fall Member Reception at Strike 'N Spare in Green Brook, NJ. Attendees will enjoy 2 games of bowling, shoe rental, pizza, beer and soda while networking with insurance professionals from around the state. Don't miss this casual fun event! For more information, [please click here](#) or contact Terri Vierschilling at tvierschilling@pia.org or call [\(800\) 424-4244](tel:(800)424-4244).

December 3, 2009

NJYIP 6th Annual Industry-Wide Holiday Social

Hilton Woodbridge

Iselin, NJ

Celebrate the holiday season with NJYIP at the 6th Annual Industry-Wide Holiday Social! The holiday social is a great way to network with industry professionals from around the state while enjoying a festive atmosphere and delicious food and drink. Don't miss this celebratory event sponsored by Cumberland Insurance Group! For more information, [click here](#) or contact Terri Vierschilling at tvierschilling@pia.org or call [\(800\) 424-4244](tel:(800)424-4244).

December 9, 2009

NJYIP Committee and Board of Directors Meetings

The Molly Pitcher Inn

Red Bank, NJ

Please join NJYIP for the Committee and Board of Directors meetings at the

Molly Pitcher Inn in Red Bank, NJ. All members are welcome to attend and participate fully. Lunch will be served. Programs Committee Meeting begins at 10:00am and concludes at 12:00 p.m.

**January 21, 2010
NJYIP Young Executives Panel
Travelers of New Jersey
Morris Plains, NJ**

Join NJYIP on January 21 for the 2010 Young Executives Panel at Travelers of New Jersey in Morris Plains. Interact with a panel of young executives as they discuss their paths to the top and the future they see for insurance. Gain unique insight into what it really takes to prosper in business. Join us following the program for a get-together at Chevy's in Morris Plains. For more information about the panel, check the NJYIP [calendar page](#) for updated registration information and pricing which is forthcoming or call Terri Vierschilling at (800) 424-4244 or email tvierschilling@pia.org.



Round up

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

New Jersey Young Insurance Professionals honored its 2009 annual sponsors with a reception and gifts on Sept. 24. Approximately 30 sponsor guests and NJYIP members attended the event held at Maggione's Little Italy in Bridgewater, N.J. The annual "Partners in Professionalism" sponsor program helps NJYIP continue to build the association, which brings value-added services to new, aspiring and seasoned insurance professionals. To see highlights and photos from the event [click here](#).



Welcome new members!

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

Sharon Bell	Farmers Mutual Fire Insurance Co.
Rachael Scheckman	Palisades Safety & Insurance
Mark Purfield	Wells Fargo Insurance
Matt Rosenhoover	Barclay Group

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



Sponsor spotlight

[Delos Insurance Company](#)

Delos combines superior underwriting expertise, advanced actuarial capabilities and cutting-edge technology to give clients a competitive advantage in the marketplace. The Managing General Agents who represent Delos are a select group who write and service programs of varying lines of business. Delos, takes pride in not underwriting by line-of-business, but rather by each individual opportunity. They strive for high-quality service at a competitive cost and constantly seek ways to enhance organizational and technology resources. Delos is comprised of motivated and dedicated employees who strive to make their customers business's even better. They continually challenge employees to expand their knowledge base to improve their performance as well as their clients. Delos provides insurance products and services tailored to meet the specific and ever-changing risks facing customers. These risks range from standard commercial exposures to complex, high-risk exposures. Delos maintains a disciplined balance sheet and builds value for investors through the strength of their customers' satisfaction and by consistently producing superior operating results. **To contact Delos, please call (800) 203-1179.**

[Chamber Insurance Agency Services](#)

Chamber Insurance Agency Services is a wholesale agency providing the insurance agent and broker community access to an array of insurance products of nationally recognized insurance carriers. Their mission is simple: To help clients realize greater success today, and every day, by offering easy, cost-efficient access to all of the insurance products, services and expertise needed to thrive. Their dedicated professionals will help structure and price an insurance program to manage clients' business risks, in the most efficient and effective fashion possible. No matter the size or specialty of your clients' business, Chamber Insurance Agency Services will offer access to leading-edge products and services, customized to meet their specific requirements. Through unique relationships with the nation's leading insurance carriers, Chamber provides a single point of connection to virtually all product lines, for all sizes and sectors of business. **To contact Chamber, please call (800) -336-2007 or [click here](#).**

[Allstate New Jersey](#)

The Allstate Corporation is the nation's largest publicly held personal lines insurer. A Fortune 100 company, with \$130 billion in total assets, Allstate sells 13 major lines of insurance, including [auto](#), [property](#), [life](#) and commercial. Allstate also offers [retirement and investment products](#) and [banking services](#). Allstate is widely known through the "You're In Good Hands With Allstate®" slogan. Allstate was founded in 1931 and became a publicly traded company in 1993. The Allstate Corporation encompasses more than 70,000 professionals. Of their employees, more than 30 percent are minorities; 58.8 percent are women. Allstate helps individuals in approximately 17 million households protect what they have today and better prepare for tomorrow, and is

committed to serving customers how, when and where they choose to be served. **To contact Allstate New Jersey [click here](#) or call 1-800-ALLSTATE.**



News and announcements

NJYIP is on LinkedIn! Join LinkedIn and become part of the NJYIP group to discuss organization events, news, view event photos and more! Log onto www.linkedin.com to join and find us at New Jersey Young Insurance Professionals and contribute to the group!

NJYIP is on Facebook! Join NJYIP on Facebook and get to know your peers from around the state. Share news, event, photos and more! Log onto www.facebook.com to register and join NJYIP online!

NJYIP Immediate Past President Kristen Juszczak, CPIA ties the knot! Congratulations to Kristen and Chris Scott on their recent wedding on October 2nd! NJYIP wishes them many years of happiness! Kristen is a senior account executive at Chamber Insurance Agency Services in West Orange.

PIA Member Agencies Named Best Place To Work By Business Insurance. PIANJ congratulates three of its member agencies that were recognized as Business Insurance's 2009 Best Places to Work in Insurance: Bollinger Inc., Short Hills, N.J.; Rue Insurance, Hamilton, N.J.; and Scirocco Group, Hasbrouck Heights, N.J. The 33 companies among this year's winners earned high marks from their employees in areas such as leadership and planning, corporate culture and communications, role satisfaction, work environment, relationship with supervisors and training and development. [More ...](#)

Build Your Own CE Course With PIA Custom Class. Make it convenient and cost-effective—our CE programs, taught by nationally recognized industry experts, are tested and proven effective by thousands of industry personnel. Courses cover a wide range of topics in flood, ethics, commercial and personal lines, customer service, technical issues, errors and omissions programs and more. Earn CE your way with PIA. For details, click [here](#).

Employee Misclassification. The issue of whether or not a worker is an employee or an independent contractor has been an ongoing issue across the nation. Many states have convened task forces or opened dialogue to discuss the classification of workers. What are your thoughts on this issue? Have you run into situations where an employee was improperly classified? How did you handle the situation? Tell us what you think on the [PIA message board](#).

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 offers members new technology-related services

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.

We're proud to announce a new PIA Technology Hotline service, available through the PIA Industry Resource Center. PIA members now can use this hotline and have their technology-related inquiries answered by nationally-recognized experts.

The hotline gives you access to Steve Anderson, editor of the TAAR Report, and Donna Barr, AIT, of Donna Barr Consulting. 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 member benefit, inquiries must be directed through PIA's Industry Resource Center. The new PIA Technology Hotline joins our two popular existing hotline services, now providing members access to attorneys specializing in human resource law and E&O defense, respectively.

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

Technology Info Central

PIA's Technology Info Central, a special section of our Web site, keeps you on the cutting edge of the latest technology news with a daily news feed, results of our PIA Technology Surveys, vendor contacts, Real Time information, and technology-related resource materials.

The site also provides consumer-oriented materials you can use as content for your Web site. We recently added Steve Anderson's new weekly Tech Tip. Each week, you get the advantage of Steve's wide-ranging exposure to the latest tools offering a wealth of ideas to make doing business easier. You can sign up for his weekly tips and view archived articles. To access PIA's Technology Info Central, logon to <http://www.pia.org/IRC/tech/>.

PIA plans more technology-related services to assist our members in stay on the cutting-edge of this ever-changing issue, so be sure to watch your PIA publications for further information.

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.

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Press box

Check out these insurance-related articles and websites.

[A new business model for a new generation: Careful planning and social networking have boosted Amy Bryan's five-year career](#)

[PIA helps agents recruit young professionals into insurance](#)

[Twitter: A bird in the hand](#)

[New technology pitfalls: Blogs, Twitter, Facebook can spawn abuses that result in legal action](#)



Meet your directors

Frank Raab

Frank Raab currently works as a producer for T.E. Freuler Agency in Somerset, NJ and has been a member of NJYIP since 2005 and has served as NJYIP secretary and treasurer and is the YIP liaison to PIA for government affairs. Frank specializes in marketing, management and sales. He attended Montclair State University and graduated in 2005 Cum Laude and received the Macy's Award for his achievements. Frank currently lives in North Brunswick, NJ with his wife Christina. **If you would like to contact Frank, email him at frankr@tefreuler.com.**

Mike Cross

Mike Cross is an IT manager at The Barclay Group in Riverton, NJ and has been a member of NJYIP since 2005. Mike has served as the communications chair, on the Project Y committee and currently serves as director and treasurer for NJYIP. Mike specializes in computer network development, server management, hardware and software analysis, as well as database and website design. Mike is involved in several community organizations including: Pal-Riv Soccer Club, Juvenile Diabetes Research Foundation and the Little Rock Foundation. He graduated from Montclair State University in 2004 where he was involved in the Montclair State University Marketing Association and was a Golden Key National Honor Society member. **To contact Mike, email him at mcross@barclayinsurance.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 tvierschilling@pia.org or kvoelker@pia.org.



Sponsors

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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 Group, LLC

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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

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Suydam Insurance Agency, LLC

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

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