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Your source for association news



Spring 2014 PIANJ-YIP News



Calendar

April 30

Board and Committee Meetings

Sheraton
Edison, NJ

May 5

NJYIP Annual Golf Outing

Fox Hollow Golf Club
Branchburg, NJ
To register, click [here](#)

May 30-June 1

Special Olympics New Jersey Summer Games

The College of New Jersey
Ewing, NJ
To volunteer, email lbunce@pia.org

June 8-10

PIANJ/PIANY Joint Annual Conference

Trump Taj Mahal
Atlantic City, NJ
[For more information and to register, click here](#)

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

[Click here for a complete calendar of events](#)



Round up

[Click here for highlights of the March Mayhem Winter Reception](#)

[Click here for highlights of the 2013 Holiday Social](#)



Welcome new members!

Paul Aemisego
Deanna Brennan
Carin Della Badia
Matthew Durkin
Amy Glock
Edward Perrine
Antonella Rao
Jennifer Reid
Logan True

Professional Group Plans
Capacity Coverage Company
Lewis Chester Associates
Travelers
McGowan Risk Specialists
Markel Corporation
Professional Restoration
Szerlip & Company
True & Associates



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.

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. In their 168th year in operation, 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, based on their ability to meet the obligations and needs of their policyholders. They serve the states of New Jersey, Pennsylvania, Delaware and Maryland. For more information on Cumberland Insurance Group please click [here](#) or call (800) 232-6992.

Franklin Mutual Insurance Company

One of the oldest and most experienced insurance companies in New Jersey, Franklin Mutual Insurance Company is the largest mutual insurance company headquartered in New Jersey. However, unlike a large corporation, FMI is able to offer you the personal service you desire. In 1879, FMI started out as the Franklin Farmers Mutual Fire Assurance Association in Franklin Township, NJ. Today, out of their home office in Branchville, they sell their products exclusively in New Jersey through professional independent agents. A.M. Best's Insurance Report gives them a financial rating of A+ (Superior) IX. For over ten years as continued event sponsor for the NJYIP Fun Run to benefit Special Olympics New Jersey, they have raised over \$125,000 through their sponsorship alone. Furthermore, the FMI team raises funds

throughout the year, consistently making them one of the top fundraisers. For more information on Franklin Mutual Insurance Company please click [here](#) or call (973) 948-3120.

Gallagher Bollinger

Since 1933, Bollinger has operated as a specialty insurance agency focusing on accident insurance for students and athletes. It is the nation's 17th largest brokerage firm, employing over 400 people. The Bollinger name has become synonymous with the many specialties they offer, including student accident insurance, amateur sports, and golf and country clubs. Bollinger has been named as one of the Top Ten Places to Work in Insurance, has been listed in many consecutive years as a Best Practices Agency, and is one of the top ten most productive agencies the country. Now combined with Arthur J. Gallagher, Gallagher Bollinger is proud to be one of the world's most ethical companies. To contact Gallagher Bollinger, call (800) 526-1379. For more information on Bollinger, click [here](#).

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 and announcements

[Next Challenge: Google It](#)

[An Emerging Market Right Here in the States](#)

[More Companies Buying Hacker Insurance](#)

[The New Rise of Cyber Crime](#)

[Sandy Housing Aid Extended](#)



Did you know?

Privacy compliance—producer's annual obligations

Producers are obligated by a number of laws and regulations that govern the privacy of their customers' personal information. Depending on the agency's business arrangements, producers may be required to provide clients with privacy notices annually, establish written information security programs, business associate agreements or even procedures for document disposal.

PIA helps members through all of the red tape and offers an extensive tool kit which offers producers the information necessary to comply with all of these rules. This tool kit offers a convenient survey that helps develop a personalized privacy notice and procedures. A comprehensive risk assessment survey also is included to help develop an appropriate written information security program for the agency.

To access the helpful tool kit, logon to www.pia.org and key RC10028 in the Google-facilitated search box. In this same tool kit, be sure to review QS90495—***How to protect your clients' and your agency's privacy, an overview of the privacy issue*** and QS90469—***Privacy primer, which outlines the state-specific statutes and regulations.***

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**.

NJYIP is on Social Media

If you were a member of the NJYIP Group on Facebook, 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. NJYIP is also on [LinkedIn](#) and [Twitter](#)! Connect with us today!



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 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 2014

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[G&G Underwriters](#)
[Professional Insurance Agents of New Jersey Inc.](#)

Platinum

[Franklin Mutual Insurance Company](#)

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Silver

[AFLAC Fairfield](#)
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[D'Agostino Agency Insurance](#)
[Farmers Mutual Fire Insurance Co. of Salem County](#)
[Farmers of Flemington](#)
[Jimcor Agencies](#)
[Markel Northeast](#)
[Progressive Insurance](#)
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Bronze

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



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