



New Jersey Schools Insurance Group
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Board of Trustees Meeting November 18, 2020

Client Relations and Safety and Risk Control Report

Client Relations

- The Client Relations team participated in the first NJSBA Virtual Conference. We are extremely pleased with the attendance for the presentation “Knowing your Ethical Obligations.” 260 people attended the presentation and they stayed on the call for an average of 47 minutes. Attendees received one QPA credit. There were 60 attendees to our second presentation “Cyber Risk for New Jersey School Districts.”
- NJSBA Virtual Conference booth summary shows attendees visited NJSIG booth 181 times. We were very happy to see that a large number of attendees took the time to view our NJSIG website.
- The final virtual sub-fund meetings for fall were held the second week on November. The team continues to conduct in-person and virtual meetings with brokers and members.
- Client Relations is actively meeting with sub-fund administrators and brokers to discuss upcoming renewal retention strategy and new business opportunities.

Safety and Risk Control

- We are currently working on a project where we will be communicating to members about our new “mid-term check-up.” This report, anticipated to go out in January, will provide members with a summary of losses, trend analysis, and recommendations to help reduce claims activity. Our team will help members identify areas of concern and provide training to help mitigate future claims.
- Our Risk Consultants are answering many questions regarding COVID and continue to share the FAQ communications with brokers and members.
- Safety and Risk Control has been busy assisting BA’s both in person and via virtual meetings to support them with Loss Control, Safety Committee meetings and COVID FAQ clarifications.

- The team is creating new training presentations on PPE, ladder safety and material handling.

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