



New Jersey Schools Insurance Group

6000 Midlantic Drive Suite 300 North
Mount Laurel, New Jersey 08054
(609) 386-6060 • FAX (609) 386-8877
www.njsig.org

Board of Trustees Meeting of October 24, 2017 Client Relations and Underwriting Report

UNDERWRITING:

Efforts are currently underway to recruit two experienced and effective Underwriters to add to our Underwriting Department.

Claire King, Underwriting Supervisor, has successfully cross trained many employees within the department and developed written guidelines for each position. Claire has also successfully released the first group of Reinsurance Exposure Based reports for the 2017/2018 program year.

CLIENT RELATIONS:

To date, we have completed the CAIP, ERIC West, BACCEIC, ERIC South, ERIC North and NJEIF sub-fund meetings. Interactive and educational presentations relative to Workers' Compensation and the development of an effective safety committee have been provided. The MOCSSIF meeting is just around the corner. Lauren Schilling, NJSIG Communications Specialist, along with the Client Relations Staff (Deb Rice, Ivy Davis and Joe Semptimphelter) have dedicated significant time and resources to ensure the successful outcome of each meeting. The unanimous conclusion both in house and from our Broker community has been that these meetings far exceed the success of past meetings. I am very proud of these dedicated, experienced and resilient individuals.

Client Relations will also assist our Loss Control Staff in ensuring that all of our NJSIG members have effective safety committees with diverse agendas.

We will be heading down to the NJSBA Workshop October 24-26th. We will be at Booth # 631 on the convention floor. We will also have a "Meet and Greet" room available that will have light snacks and refreshments in room #419. We have reached out to several partners and vendors (in addition to staff) to come to the room to answer any questions members may have about our coverages and services.



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We will be hosting 3 trainings while at the Conference:

10/24/17: Insuring School Districts (It's Complicated): 2:30-3:30 p.m. in room #410. This would be a great presentation for new Board Members. It is also worth 1 QPA.

10/25/17: Ethics Complaints (Are you Covered as a School Board Member?). We will host this presentation at 2 times: 9:30-10:30 p.m. in room #415 and again at 1:00-2:00 p.m. in room #405/406.

Thank you,

Kelly A. Machu

Kelly A. Machu, CSR
Client Relations and Underwriting Manager