



## New Jersey Schools Insurance Group

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### Board of Trustees Meeting of May 20, 2015 Underwriting Report

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On April 22, 2015 we hosted our very first Brokers Meeting at the National Conference Center, East Windsor, NJ. We were thrilled with the attendance of over 70 members of our broker community. The agenda was both informative and enlightening. NJSIG Managers presented information regarding vital updates and upgrades in their respective departments. I provided the brokers with anticipated renewal rates; discussed additional information required for obtaining new business terms and reminded the brokers to be proactive in discussing building values for renewal with their clients. Dave Ritch, Willis, also presented crucial information regarding the current state of our Errors & Omissions program and explained the claims handling process effective July 1, 2015. Judge Calderone was among the speakers representing the Group and gave an overview of his credentials and a brief summation of Workers' Compensation Coverage in the State of New Jersey. I was overwhelmed with the positive feedback we received from our brokers regarding the meeting. Gail White and Jack Zisa, Regional Risk Managers, complimented the presentation and stated it was the most refreshing and fact-filled presentation NJSIG has ever hosted. Jay Lawton, Gallagher/GR Murray, communicated that his colleagues reported with such enthusiasm that he felt as if he'd missed a Springsteen concert. The overall opinion was that the Group needs to host this kind of event more often. I will be meeting with brokers who were unable to attend to provide them with the information discussed during the meeting. Months of preparation went into the presentation and I would like to thank Lauren Schilling, Communication Specialist, for all of her hard work. Without her expertise, the presentation would not have been possible. I am very proud of all the NJSIG Managers, they did an amazing job!

As you are aware, the former Member Services Department has been dismantled in support of NJSIG's intent to move away from the "entertainment" business and instead service our Broker Community on a more professional and supportive level. Four former Member Services employees have now joined the Underwriting Department, Debra Rice, Ivy Davis, Erin English and Lauren Schilling. I anticipate Debra Rice Supervising and overseeing all of the sub funds in a Client Relations function, while Ivy Davis will handle supporting several sub funds in their day to day efforts. An additional Client Relations Specialist will be needed to assist Ivy with the task. Erin English will act as the Underwriting CSR and of course Lauren Schilling will remain our Communications Specialist. I am very excited about our new expanded department and am confident the members and brokers will enjoy the benefits of our new business structure.

Renewal season is in full swing. Four sub funds are ending their three year contracts to the Group. It is imperative the Underwriting Department continues offering support, professionalism and expertise our brokers are accustomed to. To date we have received over 200 renewal applications, 35 additional lines of coverage opportunities and 20 new business applications. I am very proud of the Underwriting Department, their enthusiasm and dedication is commendable. Long days and weekends are necessary to get the job done and they are once again ready for the task. Thank you, Underwriting!

I look forward to seeing all of you at the meeting.

*Kelly A. Machu*

Kelly A. Machu, Underwriting Manager