

Atlantic County

April, 2017



Message from the Editor

Fellow IAIP Members,

This weekend was SUPER eventful in Princeton, New Jersey! The 72^{nd} Annual Region 1 Convention was rainy and cloudy, however our stars shined through! There was so much I could not really do a "recap" so what you will see are some photos from the event. I will be adding additional to our website. You can also see more pictures on the 2017 Region 1 Facebook page: https://www.facebook.com/groups/585589631618381/

First and foremost, ACIAIP members would like to congratulate Mary Corvaia for being elected to Region 1 Vice President. It was my first time as Delegate and it was a wonderful experience! I know Mary did not get much sleep and will be very busy in the next few months learning the ropes. She will be in good hands with her Assistant Rose Romaine and Kim Fitzgerald.

Our association, I am pleased to announce has brought home some goodies! We were awarded two awards for our Newsletter - 2017 PRO's Newsletter Award in Category B 16-30 members and the Traveling Crystal Award for Best Overall Entry. Winning the Traveling Candle sticks for Member growth at 13.6% for 2016 we beat out Insurance Professionals of Eastern Connecticut who has 10% growth. I also won the Region 1 award for Rookie of the Year.

As happy as I am to accept these awards on behalf of ACIAIP, there is one theme I heard all weekend. It is not about me or any one of us alone. I sat next to International President Tish Reily at the First Timers breakfast and laughed and chatted with International Secretary Candidate Lauri Oakden. First time meeting them both and it was like we were friends forever! The theme I heard is we are a "Team", "Village"......."Family". This struck me as I have met so many great people and feel the same way....through our fellowship we are "Family".

I am calling on our "family" to meet the challenge of increasing our membership, supporting each other, apply for the awards and making New Jersey Council Day 2017 one everyone wants to attend!



In Fellowship,

Christine





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Presidents Message From Mary C. Corvaia

Fellow Members,

Well, as most of you know by now, I will be the next RVP of Region 1. I'm so happy and excited and proud to represent you as well as and the state of NJ! You are in my heart always and I will never forget that the roots of this adventure started with my friends in Atlantic County. As you will see in the newsletter, the convention was fun, full of and educational. We, as an association won an award and I believe we can win again next year with many more of the awards. Until you attend a Regional conference the experience is hard to explain or even understand. With 7 of us from our association attending this year hopefully you can get a better picture, but I will say you should try it yourself. Next year the conference is in Portsmouth, New Hampshire. I'm very excited about it.

So let me tell you all about this experience so far! One month ago, I spoke, on the phone with the 4 members of the regional nominating committee. They asked questions of me about my goals, my employer support, my feelings about the region as well as the organization as a whole and what I will do to retain and recruit new members. Then on Thursday night, before the welcome party, I met with them again in person! This was very nerve racking, but I got through it. I was prepared for almost everything, so I thought. I felt like I answered all the questions with professionalism and dedication in my heart. But, there came a question about the state of the finances of the organization. My heart dropped, in my mind I was saying to myself, "You idiot!" I was a finance major in college and in financial and strategic planning at my job with Cigna, how could I have forgotten to look into that!!! Well, there was no dancing around the question, so I told them that I apologize but I did not know that answer, but promised I would be prepared if it was asked again. I vowed to myself never to be unprepared again!! You know that there are always times when you don't have all the answers and that I will be in that situation again sometime, but honesty was the best policy. I did go immediately after the Welcome Party and research the finances! Joanne Adams will attest to the fact, I kept her up till midnight with the facts I had uncovered!!! So the next day, Friday we had education classes all day, I spent the day playing all the questions in my mind and remembering the finances and my opinion of them. At 5 PM came time for the "meet the candidates" meeting! Lori Meagher and I (the two candidates) were up on the stage in front of 100 members of Region 1. It was amazing! I was nervous, but I had my trusty notes and a pad of paper to add to them if necessary. The finance question came and I lite up like a star, says Barbara Schwartz from the Insurance Professionals of Monmouth County, NJ, for she knew I had done the research and had an opinion to share. I also wrote down every question that the audience asked so I could make sure I am reminded of them throughout the next two years. I want to make sure I don't let anyone down.

With that behind me, I was now anxious for the voting. There were 27 delegates ~ 23 associations and 4 MAL's (Members At Large) voting. The nominating committee announced the candidate that they had selected to represent the region, and it was me. It felt good, I won't deny it, but I was sure Lori would have someone nominate her from the floor. I had someone on the ready, if it wasn't me that was picked. When asked for nominations from the floor none were announced. I was in shock and with the help of Carolyn Wightman, I held my composure. I believe that Lori is a good person and dedicated to the association and didn't want the voting to cause division in the Region. What a great and honorable woman she is. So with 23 votes and 4 abstentions' I was elected. I'm told installation will be at national so pictures will be forthcoming on that. I spent most of the rest of the day on Saturday in meetings so I still didn't have time to get my head around the fact that I won. So hear it is Sunday night and I'm resting at home finally and it hits! OMG I will be busy for the next two years. I am so excited about the experience that is ahead of me. I thank each and every one of you for your support and dedication to our local. I will do you proud, that I promise.

This month we are going to talk about Life Insurance. Tom Kirner, CLU Executive VP of the Glenn Insurance will be our speaker. Tom has several years of experience and I'm sure a great message on the state of the Life Insurance Industry to share with us. We will present the slate of officers for voting next month and discuss plans for next months' meeting. If anyone is interested in stepping up, I believe there is an open position on the board. Please see one of the board members who will be more than willing to offer advice or answer any questions you have. Again I want to send special thanks to Joanne Adams for without her this past weekend, I would have lost my mind! I also want to thank Kelly, Carol, Debbie, Marilyn and Christine for all their moral support there wasn't a time this past weekend when one of them wasn't there to make sure I had what I needed or to lend some encouraging words. Finally, I want you all to know that the mentoring I have received over the years from Linda Wilson is what has made the biggest impact on my accomplishments thus far. Linda, I thank you from the bottom of my heart for all your love and support.

As ACIAIP continues to GO ALL IN, let's enjoy the next few months together and I hope to see all of you at the meeting this month.

In Fellowship and Love,

Mary



2016-17 Meeting Schedule

September 21st Reorganization Business/Planning - Giovanni II - Galloway
October 19th Breast Cancer Awareness - Runaway Chef - Millville

November 16th Ronald McDonald House- Camden - Wildwood Golf & Country Club - Cape May Court House

December 14th Holiday Party - Villa Rifici - Absecon January 18th Fitzpatrick's Restaurant - Somers Point

February 15th Membership Drive – Gourmet Italian Cuisine, Galloway, NJ

March 15th Fitzpatrick's Restaurant – Somers Point
April 19th A Touch of Italy – Egg Harbor Township

May 17th Sessions Art - Galloway

June 21st Installation



Committee	Chairs 2016-2017	Chair Contact
Audit		
Awards	Joanne Adams	<u>iadams@mma-ne.com</u>
Bylaws/Standing Rules	Fran Yotsko	fyotsko@verisk.com
Education		
Holiday Party	Gina Lushina	glushina@Glenninsurance.com
Installation		
Legislation	Gina Lushina	glushina@Glenninsurance.com
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	Kelly Rimmele	krimmele@glenninsurance.com
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Public Relations	Christine Taylor	secretaryiaip@gmail.com
	Lisa Estadt	lestadt@glenninsurance.com
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Scholarships	Barbara Whitlock	bwhitlock1029@yahoo.com
Technology	Christine Taylor	secretaryiaip@gmail.com
Ways & Means	Deborah Swanseen	dswanseen@Glenninsurance.com
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76th Annual International Convention Albuquerque, NM

July 14-16, 2017 Mini-Board — Nathan Hale Inn, Storrs, CT

October 27 – 28, 2017 New Jersey Council Day Stockton Seaview, Galloway, NJ







We Welcome Lillian Alicea Mints Insurance Agency







www.aciaip.com

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Twitter: @AC_IAIP

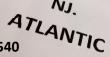
2017 New Jersey Council Day Facebook Page:

https://www.facebook.com/groups/395128380872528/



Region 1 Annual Conference March 30th ~ April 2, 2017

Growth is a Choice with IAIP in Princeton New Jersey!























Use the Right Blanket Additional Insured Endorsement

The standard ISO blanket endorsement (CG 20 33) requires a direct, written contractual relationship between the named insured and the additional insured (AI) for AI status to automatically attach. This requirement presents no great concern with respect to the general contractor (GC) making the project owner an additional insured (or a first-tier subcontractor making the GC an additional insured) due to the direct contractual relationship. However, construction contracts often require additional insured status for other parties with whom the named insured does not have a contractual relationship, such as the owner's consultants and design professionals. When CG 20 33 is attached to a subcontractor's policy, neither the project owner nor anyone higher in the chain than the party who hired it would be afforded AI status by the endorsement because they have no contractual relationship with the subcontractor.

Endorsement CG 20 38, on the other hand, provides AI status not only to the party with whom the named insured has contracted but to "any other person or organization you are required to add as an additional insured under the [same] contract or agreement." This language clearly meets the needs of contractors and subcontractors who must provide additional insured status to upstream parties despite a lack of contractual privity. Because these types of requirements are so common in construction, contractors and subcontractors can avoid a breach of contract by using CG 20 38 on their CGL place of CGpolicy

This tip was provided by <u>Craig Stanovich</u> during the November 8, 2016, "<u>Trends in Additional Insured Coverage</u>" seminar at the <u>IRMI Construction Risk Conference</u>. Reserve November 5 - 8, 2017, on your calendar, and plan to join us in Indianapolis for the 37th IRMI Construction Risk Conference.

N.J. regulators seek to place auto insurer IFA into liquidation

Posted: March 8, 2017

By IFAwebnews Staff

GOVT PRESS RELEASE: The following content has been reprinted in whole or part from a government-supplied press release or statement.

New Jersey regulators have petitioned a state court to place IFA Insurance, which also operated in Pennsylvania, Delaware and Maryland, into liquidation.

The following is a statement from the state:

Department Petitions Court to Place Auto Insurer IFA Insurance Company into Liquidation

New Jersey Department of Banking and Insurance Commissioner Richard J. Badolato announced that the Department has petitioned the Superior Court of New Jersey, Chancery Division to place the Clark, N.J.-based auto insurer IFA Insurance Company into liquidation. IFA also operated in Pennsylvania, Delaware and Maryland.

Last year, IFA Insurance Company withdrew from the New Jersey auto insurance market and began the process of running off its business under the Department's supervision.

IFA also operated in Pennsylvania, Delaware and Maryland. The carrier has no active auto insurance policies in force in New Jersey, Pennsylvania and Delaware, and the approximately 400 active policies in Maryland will expire on or before March 31, 2017.

Once approved, the liquidation will enable the New Jersey Property Liability Guaranty Association (PLIGA) and other respective states' Guaranty Associations to trigger and cover IFA's remaining claims pursuant to their statutory authority. The Department is coordinating efforts with IFA and the Guaranty Associations that will cover IFA consumers to ensure an orderly transition and the continuation of claims payments.

"The Department and IFA were hopeful that the runoff would be able to be accomplished without the support from state guaranty funds for the payment of claims," said Commissioner Badolato. "However, this Department has reached the conclusion that IFA's financial condition has deteriorated such that the company is statutorily insolvent, necessitating the company's placement into liquidation."

As an interim step pending issuance of the liquidation order, the Department has entered into a public Amended Consent Order of Administrative Supervision with IFA Insurance Company. The Consent Order provides the Department with prior approval of all expenditures by IFA.

For additional information regarding IFA Insurance Company's insolvency proceedings, interested parties may go online at www.state.nj.us/dobi/division_insurance/finesolv.htm.

NFIP Premium Increases Average 6.3%, Starting April 1

On April 1, 2017, National Flood Insurance Program (NFIP) flood insurance policy premiums overall will increase by approximately 6.3%.

Here is specific information on the premium changes by type of property and policy.

The following risks are subject to a 25% rate increase (to comply with requirements resulting from the Biggert-Waters 2012 law and Homeowner Flood Insurance Affordability Act of 2014 (HFIAA)):

- 1. Pre-FIRM (Flood Insurance Rate Map) subsidized non-primary residential properties
- 2. Pre-FIRM subsidized non-residential business properties
- 3. Severe repetitive loss (SRL)
- 4. Substantially damaged/improved properties

Pre-FIRM subsidized policies in special flood hazard areas (SFHA):

- Primary residence: 5%
- Pre-FIRM Subsidized policies subject to the 25% annual increase listed above: overall increase 23%
- All other pre-FIRM subsidized policies such as residential condominium building association policy (RCBAP) or multifamily policies: 8%

Other Subsidized policies:

 Newly Mapped Properties: 11% (a multiplier will be applied to renewal policies each year until the building reaches its full risk rate; the multiplier will depend on the date the mapped changed to the Special Flood Hazard Area (SFHA) and the renewal date of the policy)

V Zones (high-velocity zones) post-FIRM construction: 7%

A Zones post-FIRM construction:

- A1-A30, AE: 1%
- AO, AH: no changes
- Unnumbered A zones: 5%

X Zones:

- Standard rated policies: 2%
- Preferred Risk Program (PRP): no changes

These premium changes listed above do not include the HFIAA surcharge or federal policy fee.

There will be no rate changes to the following:

- Deductible factors
- Federal policy fee
- Reserve fund assessment
- HFIAA surcharge
- Probation surcharge
- ICC premiums

Clear Communication: The NFIP clear communication requirement continues. All new business policies must be rated with the most current map information. All renewals from 10/1/2016 through 10/1/2018 will be reviewed to ensure the most current map information is being applied for in rating.



April Awareness

Throughout April it is Stress Awareness Month in the USA – time to deal with your stress, learn how to cope with stress and help make yourself feel better.



The event was first observed in 1992 and this year this special month will again see health care professionals come together to raise awareness of the real health problems stress can cause and how to banish it.

The events are sponsored by the Health Resource Network, a non-profit health organization which was founded in 1982.

At the official website, you can find out lots more about stress and ways to relieve it during <u>Stress Awareness Month</u>. Dealing with stress can in itself feel stressful, but there are lots of things you can do to manage it and start feeling great!

From teenage stress to work related stress, there are lots of simple steps that can help you to overcome your problem.

Why not start a stress journal to find out how or why your stress is triggered? Or just make some more time for fun and relaxation. At <u>helpguide</u> you can find plenty of hints and tips.

Around a quarter of all people say work is the biggest cause of stress in their lives, so don't let stress get to you.

Get involved this April and say goodbye to stress!

It's here! As we turn our calendars from March to April, we turn our attention towards National Child Abuse Prevention Month. April was first designated as Child Abuse Prevention Month by President Ronald Reagan in 1983, and in the past 34 years this month has been a time to recognize that child abuse and neglect is a problem seen in every community in every state in our country.









Why Big "I" Professional Liability and Swiss Re Corporate Solutions?

Prompt, Local Service – Superior customer service and expertise by your Big "I" state association, who serves as your agent with underwriting authority offering prompt turn-around of quotes and policy delivery.

More premium discounts – Qualifying agents can save over 50% in premium discounts including the loss control, claims free, agency operations improvement review, efficiency, and carrier concentration credits.

Deductible Savings – Loss only deductible available along with deductible reduction feature offering up to 100% savings of deductible per claim.

Ease of Business – Our qualifying policyholders enjoy the benefit of automatic renewal available with no applications along with online applications when required.

Claims Handling – Prompt and thorough claims handling by an experienced staff made up primarily of licensed attorneys that stand ready to support policyholders with any potential incident or claim.

Flexible Underwriting – Targeting agencies of all sizes and unique operations including both P&C and L&H-only agencies.

Capacity – Limits up to \$25M with optional umbrella and excess quotes available over approved carriers.

Risk Management Tools – Policyholders have FREE access to the exclusive website E&O Happens (www.iiaba.net/eohappens) and the E&O Claims Advisor Newsletter.

Stability - Nationally endorsed program with over 25 years experience and the largest and most stable independent insurance agency E&O program in the country, rated "A+" (Excellent) by A.M. Best.

Exclusive - A Big "I" member exclusive policy form and premium credits filed on a Risk Purchasing Group basis give Big "I" members tailored coverage.

Member Oversight - A Professional Liability Committee, comprised of IIABA members, oversees and directly influences the program. Our program was designed by agents for agents.

Agent Advocacy - Supports lobbying efforts protecting your industry by contributing a percentage of every premium dollar to the funding of important advocacy efforts of the IIABA.

Swiss Re Corporate Solutions Policy Form Highlights

Big "I" Professional Liability program and Swiss Re Corporate Solutions pride ourselves on offering the strongest coverage form in the marketplace that continues to evolve to meet the changing needs of agents. Review the preferred policy form and you will find that these are just a few of the coverage benefits:

- Rated A+ by A.M. Best
- State of the art coverage form exclusive to Big "I" Members
- Claims-made coverage with full prior acts
- Coverage for the sale of both Property/Casualty and Life/Health insurance products
- Limits of liability up to \$25 million
- Broad definition of covered professional services and activities
- Comprehensive definition of insured
- Aggregate deductibles
- Defense cost outside the limit
- \$25,000 1st Party Personal Data Breach
- \$1,000,000 3rd Party Personal Data Breach sublimit
- 60/40 consent to settle clause
- Crisis Management coverage; up to \$20,000 per policy period for fees, costs, and expenses incurred within 6 months of a crisis event
- Deductible reduction up to \$25,000 per claim with proper documentation, no limitation on the number of claims
- Catastrophe Expense \$25,000 per incident, \$50,000 per policy period
- Regulatory defense \$60,000 per policy period
- True worldwide protection
- 10% premium credit 3 years for attending an approved loss control program
- 10% premium Credit for 5 years for having an approved in-house E&O audit

If you have any questions please contact your state administrator.









New Jersey Council Day 2017 October 27-28, 2017

Stockton Seaview Hotel and Golf Club 401 S. New York Road Galloway, NJ 08205

AC IAIP is proud to announce the venue for Council Day 2017

Please visit our website at www.aciaip.com anytime for details and updates





Atlantic County

Insurance Professionals of Atlantic County



2017 "Plant the Seed" Council Day Fundraiser





Easy adjustable bracelet with charm of the State of New Jersey. Each bracelet comes packaged in a pouch with a card with facts about New Jersey. Angelica only uses recycled metals.

NEW JERSEY

Each bracelet is \$25 – option of Goldtone or Silvertone

Designed and manufactured in the USA

Name:				"THE JERSEY SHORE". IT IS HISTORICALLY SIGNIFICANT AS ONE OF THE ORIGINAL 13 COLONIES AND SITE OF THE BATTLE THAT
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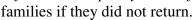
Questions or Comments: contact Kelly at krimmele@glenninsurance.com or 609-641-3000.

Wacky Insurance



Subaru WRX is among America's most ticketed cars. A study by Insurance.com found that one-third of WRX owners reported receiving a ticket recently.

Apollo 11 Astronauts couldn't get life insurance prior to their launch so they gave themselves their own "life insurance policy made of autographs" that could be sold by their





The Nose has it....no tongue does......

In 2008, Dutch winemaker Ilja Gort, owner of Chateau de la Garde in Bordeaux, France,

insured his nose for \$8 million through Lloyd's, which had previously insured many a winemaker's tongue. Why the nose? Gort claims his nose can distinguish millions of different scents, unlike the tongue, which has only five areas of taste. But the tongue may have the last word, at least where premiums are concerned. In 2009, Costa Coffee chief taster Gennaro

Pelliccia insured his tongue for \$14 million. Given that the average tongue has 10,000 taste buds, that's roughly \$1,400 per bud! John Harrison, the official taste-tester for Dreyer's Ice Cream, insured his tongue for 1,000,000.



The most expensive insurance policy issued for a cigar was written by Lloyd's of London. The cigar in question in over 12 feet long and was made from more than 15,000 tobacco leaves. In case you are wondering, the cigar holds the world record for the longest cigar.









Connecting Members. Building Careers.

Plan now to attend the IAIP 76th Annual Convention in Albuquerque, New Mexico where we will influence careers, develop leaders and connect members. Educational workshops will include CE approved courses, topics focused on career development, and association management training for local leaders. Network with other professionals and vendors to take the pulse of what is happening for industry trends, share best practices, and gather new ideas to take home.

Sponsorship Opportunities

Are you interested in getting your company in front of insurance professionals? Download the <u>2017 Exhibitor and Sponsorship Prospectus</u> to see the many opportunities available to showcase your services and products at the Convention.

Employer Justification

Do you need to convince your supervisor that you need to be at IAIP 75th Annual Convention? Check out these tools to make it easy!

We want to make the approval process of attending the IAIP Annual Convention worry-free. If you need to justify the expense to your supervisor, we've provided a few tools to help you build your case. When submitting a proposal to your employer, remember to focus on the specific skills and knowledge you can immediately bring back to the organization. Consider learning new industry best practices, making new contacts and gaining new insights and ideas from the knowledge sessions you attend.

Education Sessions

All of the educational sessions offered at Convention are defined by three different Learning Tracks to boost all aspects of your career. From courses on industry topics and trends, to developing your management skills, to enhancing your leadership abilities, you will be amazed at all the educational opportunities that are included with your convention registration.

Volunteer for Convention

Gain valuable networking opportunities and experience the workings of the convention as a volunteer. Committee opportunities include Registration, CWC, Workshop Moderators, Twitterati and multiple assignments to assist with the Convention Business Session. Volunteer assignments will be finalized in the Spring. Submit your Convention Volunteer Interest form today.



CWC Virtual Class Date!

Strengthen your communication skills with the **Confidence While Communicating** (CWC) class now offered in a virtual classroom!

When: Thursdays starting May 4, 5:30-6:30 PM EDT for 9 sessions

Where: Your Computer via the video conferencing platform Zoom

Instructor: Sue Quimby, CPCU, AU, CIC, CPIW, DAE

With IAIP's Confidence While Communicating course you too can master the art of effective communication. As your career progresses, the ability to speak, listen and question with conciseness and clarity is essential. The virtual course delivers the same content as the traditional classroom CWC giving you tools to communicate confidently and clearly to clients, leaders, and co-workers. Gain the confidence to communicate in all types of business situations. Learn and practice the necessary skills to make you stand out!

Just like the traditional classroom CWC, **space is limited to the first ten participants**. A waitlist will be available once the class is filled. Don't delay!

Register today!

To learn more how you can offer a virtual class in your local association or council, review the CWC Virtual Tips and FAQs.

February 10, 2017

Barbara Whitlock Education Chairman P.O. Box 527 South Seaville, N.J. 08246 Phone: 609-472-4687

Guidance Department Atlantic, Cape May, Cumberland and Salem County High Schools

Dear Sir &/or Madam:

Atlantic County International Association of Insurance Professionals is pleased to announce that we will sponsor four \$500.00 scholarships to an Atlantic, Cape May, Cumberland or Salem County High School senior graduating this year, who will pursue a degree from any college or university.

I am enclosing a copy of our scholarship application. Please feel free to duplicate it. The scholarships will be awarded to four seniors who complete a 500 word essay on one of two questions. The essay will be judged on clarity, content, and originality. All applicants' names will be kept confidential, and for that reason we require that the applicant do not put his or her name on the essay pages.

All applications must be postmarked no later than April 29, 2017. If your school has an arrangement for rewarding scholarships, and you would like us to have a representative to present an award if your student is chosen, please contact me.

If you have any questions or if I might be of assistance, please feel free to contact me.

Sincerely,

Barbara Whitlock, CPCU, AIM, CPIW Education Chairman

Atlantic County International Association of Insurance Professionals Scholarship Application

Student Name	
Address	
High School	
High School Address	
High School Guidance Counselor_	
High School Phone Number	
Colleges Applied To	
Career Goals and Objectives	
Field of Study/Degree Sought	

Four \$500.00 scholarships will be awarded: one each to a high school senior graduating from an Atlantic, Cape May, Cumberland or Salem County High School who plans to further his or her education by attending college. Please complete this application and attach a 500 word typewritten (double spaced) essay on one of the following questions.

- 1. Angela Duckworth in her book **Grit** states that successful people are those who work hard to perfect their talents and skills, the kind of people who keep getting back up when they are knocked down. Write an essay on grit and what you have learned about yourself when you encountered obstacles in your life.
- 2. Some critics believe high school students are being harmed by technology. They believe students are not developing their thinking skills because social media encourage them to state generalities without "proving" their statements by developing their thoughts with logical details, examples and reasons to support their statements. Young adults are losing their ability to think deeply. Write an essay about how social media can be used differently to make you think better.

Please do not put your name on the pages of the essay as all applicants' names will be kept confidential. All applications must be postmarked by April 29, 2017. Please submit all applications to:

Barbara Whitlock Education Chairman P.O. Box 527, South Seaville, N.J. 08246

Member Directory

2016-17 Officers

President Mary C. Corvaia, AU, CPIW Cell: 609-319-7175; Email: MCorvai@nationwide.com

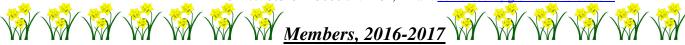
Vice President Carol Weisman, AIC, ACSR, CISR, CIIP Cell: 609-233-4234; Email: cweisman@glenninsurance.com **President Elect** Kelly A. Rimmele

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Deborah Swanseen Treasurer

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Past Presidents

1953-1955	Virginia Wray	1981-1983	Barbara Whitlock, CPCU, AIM, CPIW	2011-2013	Jennifer V. Modica, CIIP, CLP
1955-1957	Betty Guth	1983-1985	Ella Risso	2013-2016	Joanne Adams
1957-1959	Evelyn Sherman	1985-1987	Janet Montgomery, CPIW	2016-Present	Mary C. Corvaia, AU, CPIW
1959-1960	Annabelle Killer	1987-1989	Carol Massare, CPCU, CPIW		
1960-1962	Betty Guth	1989-1991	Gina Lushina, AAI, CPIW, CISR		
1962-1964	Mary Smith	1991-1993	Loretta Malick, CPCU, CPIW		
1964-1966	June C. Glenn, CPCU, CPIW	1993-1995	Barbara Lee, CPIW		
1966-1968	Dorothy M. Benner	1995-1997	Lynne Schmitter, CPIW		
1968-1970	Loretta Leach, CPIW	1997-1999	Maria Mosca, AIS, AIC, CPIW		
1970-1972	Doris Katz	1999-2001	Margaret "Peg" Miedel, SCLA, CFE, CPIW		
1972-1974	Joan Brunetti, CPIW	2001-2003	Stacy DeDomenicis, AAI, CPIW		
1974-1976	Martha Poley	2003-2005	Barbara Whitlock, CPCU, AIM, CPIW		
1976-1978	Yvonne Stewart	2005-2007	Margaret "Peg" Miedel, SCLA, CFE, CPIW		
1978-1980	Olga Davies, CPIW	2007-2009	Joanne Adams		
1980-1981	Linda Casto, CPIW	2009-2011	Kelly Rimmele		