



Special points of interest:

- Jon Bannett Named 2002 Honoree of the Year
- NJ Non-Resident SL license available
- NJDOBI announces changes to CE Requirements
- 2003 Meeting Schedule appears on page 2

Inside this issue:

Jon Bannett named Honoree of the Year	1
NJ Non-Resident SL License Available	1
Executive Board elected	2
NJDOBI Changes Producer CE Requirements	3
NJSLA Donates to Todd Beamer Foundation	3
CE Seminar Attracts over 75 attendees	3
President's Message	4

Jon Bannett Named NJSLA Honoree of the Year

It was an easy choice. For many years Jon Bannett had served the Association tirelessly. Among his many accomplishments, he testified before ??? to help bring about changes in the ??????. Currently Sr. VP and Branch Manager of DVUA's New Jersey branch, Jon joined DVUA right out of college from the University of Pennsylvania where he majored in Biology with a minor in English.

Jon was promoted to Vice President and transferred to DVUA New Jersey as Manager in September 1985. Jon currently is Senior Vice President of DVUA and is the

Manager of the DVUA New Jersey and New York offices.

Jon held the positions of President, Treasurer, Vice President and Director of the New Jersey Surplus Lines Association from 1993 to 2000.

NJ Non-Resident Surplus Lines License Now Available

As part of the NJ Insurance Producer Licensing Act of 2001, and as a part of the NAIC Model Producer Act, non-resident NJ producers can now obtain a non-resident surplus lines license. That's the "bad" part—here's

the "good" part—NJ surplus lines producers can also obtain no-resident surplus lines licenses in those reciprocal states. This eliminates the need for "courtesy" filings and allows our members, if they so desire, to become

surplus lines licensed in our surrounding states, such as New York. Additional information may be found on our web site, or the NJDOBI web site at www.state.nj.us/dobi/index.shtml

New Board Elected

Your Executive Board for 2003 is as follows:

Position	Name	Phone	Email
Past President	Frank Mastowski	201-573-8200	fmastowski@jimcor.com
President	Charles McCloskey, Jr.	201-945-1717	charlesjr@metcomexcess.com
Vice President	Steven R. Gross	908-688-3088	sgross@metroins.com
Secretary	Frank Seigel, CPCU	973-616-1800	seigel@dvua.com
Treasurer	Kevin Engleke	856-797-8200	kengleke@jimcor.com
Director	Dennis Pellegrino, Jr.	609-530-0111	dennispjr@excelins.com
Director	Robert D. Morgan	610-225-2257	rmorgam@usli.com
Director	Anthony Montano	973-422-0030	amontano@crcins.com
Director	Joe Powell	732-679-3777	jpowell@lawppl.com
Counsel	John Mulhern	973-643-8000	jmulhern@lglm.com
	Michael Byrne	973-643-8000	hbyrne@lglm.com
Executive	Margaret Raphael	201-489-2565	Margaret.rafael@
Director			raphaelandassociates.com

Jon Bannett
Named 2002
Honoree of the
Year!!

2003 Meeting Schedule

Date	Event	Location
April 10	Honoree Dinner	Maplewood Country Club
June 17	General Meeting— <i>Legislative</i>	Ramada Inn
July 14	Golf Outing	Maplewood Country Club
October 14	General Meeting - <i>President's Forum</i>	TBA
December 10	Holiday Party	PNC Bank Arts Center

NJ DOBI Changes Producer CE Requirements

The New Jersey Insurance Producer Licensing Act of 2001 was enacted effective November 4, 2002 (no comments, please!), and was enacted to bring NJ into compliance with the Federal Gramm-Leach-Bliley Act which requires reciprocity among nonresident producers. As a result of this Act, there are significant changes in the num-

ber of hours of classroom training needed to become licensed, and a change in the CE requirements. As of January 1, 2004, a course hour will equal one CE credit. So, a 5 credit CE class will require 5 classroom hours! However, until the end of this year, all previously filed CE courses are "grandfathered" for the number of CE credits

approved. Get 'em while you can, students!!

In addition, as of the time when your license next renews, you will be required to obtain 24 credits in the authorities for which you are licensed, and six credits in fraud and professional ethics. See DOBI Bulletin No. 02-27 for complete information.

NJSLA Donates to Todd Beamer Foundation

September 11, 2001 was a day that deeply moved all citizens of the world, and your Board felt compelled to respond in some way.

After researching a number of 9/11 charities, the Board decided to make a donation to the Todd Beamer Founda-

tion. At the Holiday Party on December 11, 2002, Frank Mastowski presented a check for \$10,000. to a representative of the Todd Beamer Foundation.

You may recall that it was Todd Beamer, who, aboard United Flight 93, helped organize other

passengers against the hijackers, with his no famous cry of "Let's Roll!"

The Foundation was organized in Todd's name and ??????????????

***"Yes, that IS
our stomach
growling."***

(See page four!)

CE Seminar Attracts over 75 Attendees

On February 11, 2002, over instructors Mike Byrne and Steve Gross led the class in a "lively" discussion on the impact of the Terrorism Risk Insurance Act (TRIA) and changes in the NJ Surplus Lines Law. (OK, so maybe it wasn't "lively", but, hey, nobody fell asleep!)

**NEW JERSEY
SURPLUS LINES
ASSOCIATION**

Executive Director:

Margaret Raphael

C/O Raphael and Associates
186 Main Street

Hackensack, NJ 07601

Phone: (201) 489-2565
Fax: (201) 489-1990

email:
[margaret.rafael@raphaeland
associates.com](mailto:margaret.rafael@raphaelandassociates.com)

www.njsla.org



PRESIDENT'S MESSAGE

Charles McCloskey, Jr.

A new year, a new “hard market”! ? Contradictions abound. Analysts predict higher rates. Analysts predict firming of rates. Analysts predict.....? Terrorism is on everyone’s mind (especially since we have the new TRIA Notification forms to deal with!)

Every day is uncertain, and every day is a challenge. And that’s what makes our job as wholesalers so very important—to help our clients find their way through the haze and help our clients obtain the very best coverage available for their clients, the insured.

We have many challenges ahead of us, and we welcome them. This year will, no doubt, be a stressful and turbulent one, but as we sit and ponder strategies, let us not lose sight of how and what we do affects the client—the insured.

We have an outstanding Board, and I look forward to challenging them, and working very closely with them to continue the great works of past Boards.

As always, you, our members, are encouraged to help us—not only by sponsoring events, but by sharing the breadth of your knowledge and experience to bring about needed education and change to the Surplus Lines industry in New Jersey.

Heard on the Street.....

- Munich Re non-renews 16% of it’s portfolio on January 1
- Rate hikes slowing for property risks
- Prolonged Hard Re Market Unlikely
- Signs of Over-Capacity Emerge
- Investment analysts predict more P/C rate hikes

“The insurance industry is struggling. I think there has been a degradation of skills of underwriters that has to be fixed.” *Hugh Warns, JP Morgan Stanley*

- Attitude lax toward insurance fraud—Nearly one-fourth of Americans think it’s OK to defraud their insurance companies.

And, my personal favorite, taken from a St. Paul ad in *Business Insurance*:

“Yes, that is our stomach growling.”

Hard market?? - WHAT hard market??!!

Headlines taken from *National Underwriter* and *Business Insurance*