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2000 CALENDAR OF EVENTS

- **October 10**
General Meeting
President's Panel
- **December 12**
Holiday Dinner
PNC Arts Center

Executive Board Meetings

- October 10
- November 14
- December 12

Watch
for news on
our up-coming
Website.....

NJSLA.ORG

From The President

Dear readers:

What an exciting and challenging time this is for our industry!

Just fifteen years ago, the fax machine emerged as a vital tool in the world of business; changing the way we would conduct our business activities "forever". And now many are saying that faxes will be obsolete in five years!

The World Wide Web, E-Commerce and the meteoric advances in Telecommunications have created an environment of change and dynamism never before experienced.

While changes in technology have been significant, this new environment is affecting all areas of our industry; distribution, (de)regulation, underwriting, service and consolidation.

On October 10th, our General Membership Meeting and Dinner will feature a President's Panel discussion on all of the challenges facing the Surplus Lines Industry.

Participants are listed below:

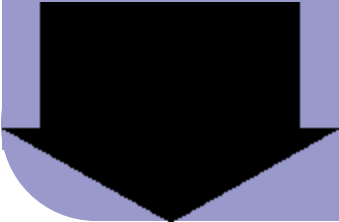
Moderator:	Peter Wilkens	NJSLA & Professional Risk Placements, LLC.
Panel:	Claus Cardinal	Jefferson Insurance Group
	John Latham	Colony Insurance Group
	Paul Springman	Markel, N.A.

This meeting promises to be a very informative, topical and worth-while session.

I hope all of you have marked this down on your calendars and I look forward to seeing you then.

Peter A. Wilkens, CPCU
President





NEW JERSEY SURPLUS LINES ASSOCIATION

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LEGISLATIVE UPDATE by Frank Powell, Jr., CPCU



THE DO'S AND DON'Ts FOR FILING SURPLUS LINES FORMS

New Jersey is the only State which requires form filing for surplus lines placements. The NJSLA is working to eliminate this requirement but, until we have freedom of form for surplus lines transactions, we have to abide by the law and have our forms approved.

Many members of the NJSLA have questions as to what forms they should send to the department for approval. The forms that do not need to be sent for approval are forms for classes on the exportable list, forms substantially similar to a form that has been approved for an admitted company and forms approved for another surplus lines company.

If you are writing a class of business that is not on the exportable list, and the form that you want to use has already been approved, then the surplus lines broker must complete the surplus lines policy form filing questionnaire and submit it to the DOBI for approval, along with a copy of the subject form.

No surplus lines agency may submit more than 10 forms for any one company per month. You may request an exception be made to the rule by making a written request to the DOBI and explain why you need more than 10 forms to be approved.

