



## New Jersey Schools Insurance Group

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### Board of Trustees Meeting of November 29, 2017 Client Relations and Underwriting Report

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#### **CLIENT RELATIONS:**

As you know, NJSIG recently participated in the annual NJSBA Workshop in Atlantic City. We are pleased with the positive feedback received from our members and brokers with respect to the NJSIG presentations on the topics of “Insuring School Districts: It’s Complicated” as well as “Ethics Complaints: Are you Covered as a Board Member.” Attendance at the presentations far exceeded our expectations. We are very grateful to our many business partners who donated their time to visit our Meet and Greet Room and speak with our Members, Brokers, and Staff in attendance. This format gave our Members the opportunity to speak one on one with the experts.

#### **UNDERWRITING:**

CBIZ was recently awarded the property appraisal contract as a result of the recent RFQ. CBIZ will now begin the next cycle of property appraisals for our Districts who purchase Property Coverage from NJSIG. These appraisals are completed on a four-year cycle and are imperative to both the underwriting and Loss Control process. The completed reports are distributed to NJSIG, the respective Broker, and the Business Administrator.

NJSIG and Willis Towers Watson began the 2018/2019 program renewal meetings in August and have since attended numerous meetings with our Reinsurers, with additional meetings scheduled. NJSIG strives to offer our Members the best coverages at the best prices.

See you at the meeting.

Thank you,

*Kelly A. Machu*

Kelly A. Machu, CSRM  
Client Relations and Underwriting Manager