

Joanne Larca

From: Big I NJ <info@biginj.org>
Sent: Tuesday, January 20, 2026 10:32 AM
To: Info
Subject: Independent Voice: InsurPac Boasts Historic Fundraising Year, Pickleball Tourney, Dues Deductibility



FEATURE:
This One's For The Ladies

Big I NJ Chairwoman Kristin Ryan is calling out women in insurance with this special message. Men, you're welcome to listen to....

[LISTEN](#)

Calling All Picklers (*and wanna be picklers*)

In three clicks of the mouse you can get on the list for our April 30th Pickleball Tournament, share your skill level, and request a partner if needed. The

tournament will be held during our Signature Fundraising Event, Fairways & Fundraising to benefit Make-A-Wish New Jersey. Poll closes tomorrow.

[PICKLEBALL INTEREST FORM >>](#)

How Contingent Compensation Is Factored Into an Agency Acquisition

InsurBanc's Commercial Team Leader, Keith Mangini, breaks down how contingency compensation fits into the valuation process and why buyers and sellers should pay close attention to it.

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InsurPac Closes the Books on Historic Fundraising Year

InsurPac raised \$1,303,715.93 during the 2025 calendar year, its second highest fundraising year in history. Thanks to the efforts made by New Jersey agents, Big I NJ reclaimed our position as an InsurPac Eagle State by raising an average of \$100 or more per agency.

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Insurance-Related Google Searches Reach Record Highs in 2025

Business insurance recorded the largest increase among all insurance categories with searches rising 89% in 2025. This rise is followed by home insurance searches at 45% increase, car insurance up 38%, and finally health insurance up 25%.

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Insurance Consumers Divided Over AI Use, Want Agent Involvement

Insurance consumers value the speed and convenience of modern digital tools but have mixed feelings about their insurance agents' use of AI - meaning that transparency, trust, and agent involvement are key to customer service in 2026.

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2025-2026 Dues Deductibility

The actual non-deductible amount of agency member dues for 2025-2026 is 25.04%. This is the portion of dues that relates to lobbying expenses and is therefore not deductible as an ordinary and necessary business expense.

Upcoming Events

March 12 - TrailblazHER Women in Insurance Summit

April 9 - YAC Spring Masters Event

April 30 - Fairways & Fundraising

May 11 - IIANNJ Golf Outing

June 13 - Big I Southern New Jersey Golf Outing

August 17 - Bruce W. Hill Memorial YAC Golf Outing

Check out our [events page](#) for details, sponsorships, and registration information.

BIG:

We've been advocating for New Jersey independent insurance agents for over 130 years. **Get Involved:** BigINJ.org



Big I New Jersey, 2211 Whitehorse - Mercerville Rd., Trenton, New Jersey 08619, USA, 609-587-4333

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