

THE INDEPENDENT VOICE

March 4, 2025

Virtual Legislative Debriefing Today at Noon

Join Big I NJ and government affairs rep Frank Jones today at noon for the first Legislative Lunch in our new monthly series. Each month, Frank will share vital information about how policy, legislation, and gubernatorial candidates may shape the future of insurance in New Jersey. Highlights will be provided in the online community for anyone who may miss the discussion.

[Registration >>](#)

[View a government affairs statement from Frank >>](#)

EmpowerHER Kicks Off Next Thursday

Women in leadership from all aspects of insurance will connect on March 13th for the first EmpowerHER Summit. Over 40 agencies and companies will be represented, with most sending more than one attendee, to support and champion the growth and leadership of women in insurance. Join us and make new connections, uncover new ideas, discover ways to bring out the very best in your professional journey, and empower other women in insurance.

[Details & Registration >>](#)

YAC Spring Social Event is Back

Join fellow Big I NJ members at the first YAC-hosted event of the year. The YAC Masters Event will be held on April 10th at D'Arcy's Tavern in Bradley Beach, bringing together agents and company reps for to watch the Masters while enjoying cocktails, networking, and Masters-style snacks.

[Details & Registration >>](#)

Growing Pains: 5 Ways to Avoid E&O Claims as You Train and Develop Your Team

While all agents want to provide the best customer service, something as simple as reminding a direct bill client of a pending cancellation or agreeing to review an insured's contract without stating review parameters can open the door to an errors & omissions claim. As the challenges of agency management only grow, here are some key areas where you can focus your training and administrative efforts to reduce E&O exposures as the independent agency channel strives to perpetuate. [More >>](#)

9 Things Every Agency Should Review on Its Website

Your website is a tool to build trust, generate leads, and set you apart from the competition. By regularly reviewing and optimizing these nine aspects, you can attract and retain customers, improve search visibility, and drive business growth. [More >>](#)

2025 Legislative Conference Must-Knows

Registration is currently open to the legislative event of the year. Big I's Legislative Conference will be held in Washington D.C. April 30-May 1. Here are a few important deadlines:

- Early registration discounts are in effect through March 31. Be sure to sign up early to save.
- Dan Fulwider Award Applications, recognizing community involvement, are due March 14.
- Young Agents \$1000 Legislative Conference Scholarship Applications are due March 10.

To access this information, and additional details for the event, [click here](#).

How to Explain the Homeowners Market to Your Clients

Overall, many homeowners experienced a difficult year. Premiums increased, fewer carrier alternatives were available in certain locations - especially areas with heavy catastrophe activity - and many coverage options became limited or simply unavailable. This is where agents can cement their role as trusted advisors for their homeowner clients. [More >>](#)

Member Obituary

It is with sadness that we share the passing of Benedict "Ben" Romeo. Ben was the founder of McCarthy Hillside Agency and longtime member of Big I New Jersey. [Read the full obituary >>](#)



Upcoming Events

- March 4 - Legislative Lunch
- March 13 - EmpowerHER Women in Insurance Summit
- March 20 - IIANNJ Networking & Bowling Event
- April 1 - Legislative Lunch
- April 10 - YAC Masters Event
- May 6 - Legislative Lunch
- May 12 - IIANNJ Golf Outing
- June 3 - Legislative Lunch
- July 1 - Legislative Lunch
- July 23 - Big I Southern New Jersey Golf Outing
- July 28 - Trusted Choice Charity Golf Outing
- August 5 - Legislative Lunch
- August 18 - YAC Golf Outing

September 2 - Legislative Lunch

October 7 - Legislative Lunch

October 26-28 - NJ Agents Conference

November 11 - Legislative Lunch

December 2 - Legislative Lunch

For Details, Visit Big I NJ's Events Page.



A member publication.



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