



December 2017

Dear Chapter Members,

It is our pleasure to share with you this month's Chaptergram. In this month's edition we will share with you:

- Outgoing President's Message
- Most Expensive Hurricane Season Ever!
- Good Works – Sierra House
- Membership Dues Reminder
- Learn about our sponsorship opportunities

As always enjoy the quick read at your own leisure. If you want a specific topic addressed contact us at: <https://newjersey.cpcusociety.org/contact-us>

Kindest regards,

Board Members  
New Jersey CPCU Society Chapter

[2017 New Jersey Chapter Out-Going President's Message](#)



As I look back on my term as President of the New Jersey CPCU Society Chapter, I feel grateful. There are many reasons to feel grateful, and I would like to mention a few. I am grateful for having had Hema Chaurasia as immediate past President. She led a revival of the New Jersey Chapter, and I was able to surf the wave created by her wake. I am grateful for having had Mathew Struck as Vice President and President elect. Matt's enthusiasm and outside the box ideas energized the board. I am also thankful for having had Ozelia Gray as Communications Director. Her monthly Chaptergrams informed and educated

us. I am also thankful for the Chapter's part-time staff, Executive Director Rita Williams-Bogar, who is the institutional memory of the Chapter, and I am thankful for other members of the board such as Willie Jackson, Miranda Rodriguez, Lynn Roberts, Hazel Yang Lee, Dede Ba and Laura Panesso who participated in board meetings and contributed their ideas and their efforts to make events possible. Last, but not least, I am grateful for companies such as ISO, Chubb, Crum & Forster, NJM, Munich Re, and Maiden Re who sponsored several of our events.

We started 2017 with an in-person board meeting to design a strategic plan for member retention, new designee conversion and education. We followed with a 3-Credit Ethics course approved by the New Jersey Department of Banking and Insurance (NJ DOBI) for continuing education, free of charge for Chapter members. We had fun with an NCAA bracket contest, and recognized the winner at the Zeppelin Hall Beer Garden in Jersey City. We celebrated our past presidents and recognized volunteers with a free breakfast and a free 1-Credit seminar at the Chapter's Annual Meeting in June. We educated students about careers in insurance at a career fair at Saint Peter's University. We had a golf clinic in which a pro taught us how to putt, pitch and drive. We had additional educational seminars and recognized new designees jointly with the Central Jersey Chapter during All-Industry Day in October. And we capped the year with a December in-person board meeting to transition leadership duties and begin planning for 2018, as well as a visit and \$500 donation to Sierra House, where people without a home find a home, while learning the skills needed to find a job and live independently.

I am grateful for our 2018 board members. Our new President, Matthew Struck, has an ambitious agenda. Let us give him our support so we can do even more next year! There are plenty of ways to show your support and this is my call to all members to be engaged. You can get involved in several forms (attend an event, sponsor an event, share an idea or participate on the board, just to name a few). The insurance environment is changing rapidly. I urge you to attend Chapter meetings, view the Society's webinars, and make a commitment to lifelong learning. Your membership in the New Jersey Chapter is your ticket to a wealth of learning opportunities through educational seminars and through interaction with other members!

### Most Expensive Hurricane Season Ever

We are approaching the end of hurricane season and this year has been an active one. 2017 proved to be the most expensive Hurricane season according to Bloomberg with over \$202 billion in damages. Although the most popular storms were Hurricane Harvey, Irma and Maria, it is important to note there were over 17 named storms, 10 of which became hurricanes. Though there have been more named storms in the past, the devastation this year versus prior years far exceeds anything we have ever seen.

The link below provides the full story from Bloomberg:

<https://www.insurancejournal.com/news/national/2017/11/28/472368.htm>

Good Works – Sierra House

On December 16, 2017 several Chapter board members traveled to Sierra House to deliver a Good Works contribution. Sierra House is a non-profit organization set out to help young women open the door to self-sufficiency. During our time spent there were able to take a tour of the house, talk to several staff members as well as house members. Keely, the founder and Executive Director, was greatly appreciative of our donation. To learn more about the organization, please see the link below.

<https://www.sierrahouse.org/>



Left to Right: Hernan Medina, CPCU – NJ Chapter President  
Keely Freeman – Sierra House Executive Director  
Ozelia Gray, CPCU – NJ Chapter Board Member

### Membership Dues Reminder

It's that time again. With all the hustle and bustle of the year end, don't forget to pay your membership dues. The Chapter is gearing up to have another robust year of events and educational opportunities for members at a discounted price. Don't be left out because you haven't paid your dues. Dues can be paid on the Institutes website.

[https://www.theinstitutes.org/?cid=PS\\_GGL\\_Brand\\_Gen\\_3&qclid=EAAlQobChMI47Hlgcmc2AIVxLjACh2OYAB-EAAYASAAEgIW3vD\\_BwE](https://www.theinstitutes.org/?cid=PS_GGL_Brand_Gen_3&qclid=EAAlQobChMI47Hlgcmc2AIVxLjACh2OYAB-EAAYASAAEgIW3vD_BwE)

### Sponsorships Now Available

### Sponsorships Opportunities

Thinking of ways to promote your company? Consider sponsoring a Chapter event. As mentioned in January's Chaptergram, the Chapter is planning more networking and educational events throughout the year, providing plenty of sponsorship opportunities. Need more information, contact us at:

<https://newjersey.cpcusociety.org/contact-us>