

## Who Can Become a Member

**Wholesale Brokers and Agents (Residents and Non-Residents)** who hold a New Jersey producers license with surplus lines authority, who produce business primarily from retail brokers and agents with whom they are not affiliated, and who place business primarily with non-admitted or specialty carriers with whom they are not affiliated.

**Underwriting Managers** who exercise specific underwriting authority on behalf of one or more risk-bearing insurers for specific classes of business and designated geographic areas, and who produce business primarily through wholesale brokers/agents.

**Companies** engaged in the writing of business principally through wholesale brokers/agents.

**Brokers/Agents** who hold surplus lines authority and who produce or place business other than as defined above, or who have not demonstrated previous experience in the wholesale field.

**Associates** who are not licensed surplus lines producers but who supply services to the surplus lines or general insurance industry or support the wholesale/ E&S system.

## How to Join

Please contact: Dennis Pellegrino, Jr.  
Phone: 609.643.0654  
Email: [dpellegrinojr@excelins.com](mailto:dpellegrinojr@excelins.com)

or

Download our membership Application  
from [www.njsla.org](http://www.njsla.org)

## What Membership Means

The board of the NJSLA meets monthly; full membership meetings and events are held six times per year. These gatherings give members the opportunity to discuss industry changes and network with peers. Beyond these meetings, you can be as active in the NJSLA as you choose. Our committees are open to all members and dedicated to such interests as Legislative, Education, Communication, Finance, Association Liaison and Membership. We also host an annual honoree dinner, golf outing and holiday party.

## NJSLA Officers & Directors

### **NJSLA Officers**

*President* Frank Seigel, CPCU  
Surplus Lines Association of New Jersey, Inc.

*Vice President* Dennis Pellegrino, Jr.  
Excel Insurance Services, Inc.

*Secretary* Howie Rosenthal  
Continental/Marmorstein & Malone

*Treasurer* Anthony Montano  
CRC Insurance Services, Inc.

*Past President* Steven R. Gross  
Metro Insurance Services, Inc.

### **NJSLA Directors**

*Director* Steve Powell, CPCU, ASLI  
FTP, Inc.

*Director* Mike Rosa  
RCA Insurance Group

*Director* Jane Dalli  
Buckingham Badler Associates, Inc.

*Associate Director* Gene Giuriceo  
Preferred Inspection Bureau, Inc.

*Company Representative* Ed Marcinkevich, ASLI  
Markel Underwriting Managers, Inc.

*Counsel* John Mulhearn/Michael Byrne  
Dewey & LeBoeuf, LLP

*Executive Director* Alexandra Gaspar  
TMR Risk Managers, Inc.

# New Jersey Surplus Lines Association



For more information about the  
NJSLA, visit [www.njsla.org](http://www.njsla.org).

# make sure your voice is heard.

## The New Jersey Surplus Lines Association is....



Your voice to legislators, other regulators and the public.

The only organization solely dedicated to protecting the interests of New Jersey's wholesale insurance community.

*Our influence is only as strong as our members. With your participation, we can continue to make a difference.*

### Our Mission

The Surplus Lines Association of New Jersey, Inc. was formed and incorporated in the State of New Jersey as a non-profit corporation to promote the interests of agents, organizations and individuals that support the surplus lines industry and distribution system. We conduct educational, regulatory, legislative and promotional activities in a spirit of cooperation and goodwill. We are committed to promoting good faith and maintaining and encouraging the highest professional standards on behalf of the membership.

### Our History

In June 1953, a forward-looking, unconventional group of "specialty writing" New Jersey insurance brokers formed the New Jersey Surplus Lines Association.

These 12 originators were not afraid to separate themselves from the more traditional, standard element in the industry and branched out into the more unique and specialized world of "Excess and Surplus Lines".

They set the standards and their tradition continues. From the original 12 to the present 80+, the "Surplus Lines Association of New Jersey, Inc." has grown progressively larger and stronger. We remain dedicated and committed to serving and fulfilling the various, unique and specific insurance needs of New Jersey's residences and businesses.



### Our Accomplishments

Many of the significant improvements in the New Jersey wholesale insurance environment have been the result of NJSLA activities.

- We were instrumental in the passage of legislation achieving "freedom of form," which eliminated form-filing requirements for surplus lines companies.
- We participated in the initial development of the New Jersey Exportable List and today remain active in its maintenance.
- We introduced two scholarships to provide industry-related education at the wholesale broker level. We also support the PIA NJ CIC scholarships.
- We provide ongoing review of legislation affecting wholesale brokers and maintain an open dialogue with the New Jersey Insurance Department. In addition, with two seats on CPAC, (Commissioner's Property & Casualty Producer Advisory Committee) we advise the Department on relevant issues regarding surplus lines.
- We provide regular communications to our members regarding proposed legislative changes that will affect our insurance business.
- We conduct continuing education classes for our members and their employees, on topics relevant to the E&S business.