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INDEPENDENT  
INSURANCE AGENTS  
OF MIDDLESEX COUNTY  
P.O. BOX 948  
NEW BRUNSWICK, N.J. 08903

# Newsletter

October, 1993 Edition

MEETING NOTICE..... Tuesday, October 26, 1993, 12:00 noon,  
at the Victorian Manor, 2863 Woodbridge Ave.  
Edison, N.J. In an effort to keep our members informed of changes in the  
small group health insurance market as of the first of the year, our guest  
speaker will be Mr. Gary V. Cupo, CLU, ChFC, President of Benefit Solutions  
in Wayne, N.J. Mr. Cupo is a broker/consultant and is the Legislative/Law  
Chairperson of the N.J. Assoc. of Health Underwriters. He has been  
actively monitoring the development of the new health insurance plans to  
be effective January 1, 1994. Gary will also speak on the new reform in  
N.J. and on National Healthcare. Call Ray Pavese with your reservation  
TODAY. All reservations must be made in ADVANCE.

FREE LUNCH..... The Dillon-Sargent Agency of  
Old Bridge is the winner this month  
for one free lunch at our October 26th meeting. Each month we will be  
drawing a winner.

UPCOMING EVENTS..... The I.I.A.N.J. 101st Mid-Year Meeting  
will be held on October 18th & 19th  
at Harrah's Hotel/Casino in Atlantic City. Call the State office at  
(800) 952-6948 if you are interested in attending.

EDUCATION UP-DATE..... The I.I.A.N.J. will be conducting the  
following courses: 1) Errors & Omissions  
Loss Control - Oct. 14th in Saddle Brook, and Oct. 26th in Woodbridge.  
2) C.A.I.P. Coverages & Rating - Oct. 21st in Maple Shade and Oct. 28th  
in Woodbridge. 3) Accredited Customer Service Representative #2 -  
Personal Auto - Oct. 27th in Mt. Laurel. 4) Accredited Customer Service  
Representative #3 - Miscellaneous Personal Lines - Nov. 3rd in  
Saddle Brook, Nov. 4th in Woodbridge, and Nov. 16th in Mt. Laurel.  
5) Personal Lines Gray Areas - Nov. 9th in Mt. Laurel, Nov. 10th in  
Woodbridge, and Nov. 11th in Saddle Brook. 6) Customer Service  
Representative Skills - Nov. 18th in Whippany, and Nov. 30th in Toms River.  
Call the State office at (800) 952-6948 for details.

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RESERVATION

Check in the amount of \_\_\_\_\_ payable to the I.I.A.M.C. enclosed for  
the October 26th meeting. Price - \$14.00

Agency \_\_\_\_\_

Mr. Raymond J. Pavese  
Pavese-McCormick Agency  
P.O. Box 732  
New Brunswick, N. J. 08903

Number of People \_\_\_\_\_

By: \_\_\_\_\_

(908) 247-9800