

# Bollinger Solutions

FOR INDEPENDENT AGENTS & BROKERS

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Insurance Since 1876

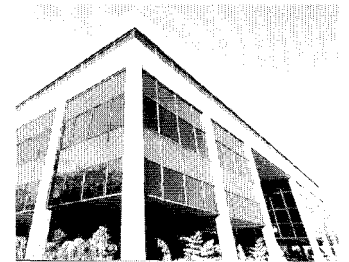
## One Stop Shopping for Specialty Insurance Products

**Our specialty insurance products include:**

- Golf and Country Clubs
- Golf Associations
- Tennis Clubs and City Clubs
- Sports and Recreation Programs
- K-12 Student Accident
- College Student Medical Plans
- Employee Health Plans
- Employee Benefits web sites
- Group Dental Plans
- Prescription Drug Card Plans
- Emergency Services Insurance Plans
- Excess & Surplus Lines

Bollinger offers a wide range of quality programs and niche specialty insurance products to over 2300 independent insurance agents and brokers nationwide. For over **125** years, we've built our business on a foundation of industry experience, stable insurance carrier partners, product knowledge and dedicated employees. We pride ourselves on knowing the needs of your customers and providing specialized coverages to meet those needs.

Our inaugural newsletter issue will give you an overview of our full range of specialty insurance programs and products. Future issues will keep you up-to-date on our carriers, products and market conditions. We will also profile Bollinger producers and our most active brokers. If there is something you would like to see included, please let us know.



Our corporate headquarters in Short Hills, NJ

### Sports and Recreation Programs

Sports teams, from local recreation leagues to national sports associations, are the focus of our exclusive program which offers a full line of coverages designed specifically to meet the needs of sports organizations. Underwritten by "A" rated carriers and available nationwide, Bollinger manages all aspects of these programs, from underwriting to policy issuance to claim payments, directly from our office.

Many of our products are conveniently offered through our web site. Our web site also provides more detailed descriptions of our programs, as well as risk management information and applications. Visit us at [www.BollingerInsurance.com](http://www.BollingerInsurance.com)

### Club Programs

#### Golf and Country Clubs

For over **25** years, we have been providing comprehensive property/casualty and related insurance products, along with risk management services, to more than 1000 golf clubs nationwide. Our exclusive program features "A" or better rated carriers, knowledgeable underwriters, competitive pricing, loss control services and responsive claims settlement. We also offer products for State, regional and national golf associations.

#### Tennis Clubs and City Clubs

This competitively priced property/casualty insurance program is also offered nationwide. Our underwriters can help tailor a program to meet the specific needs of your clients.

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## [www.BollingerGA.com](http://www.BollingerGA.com) Employee Benefits and more

Some General Agents believe their only job is providing you with quotes. At Bollinger, we believe that's just the beginning. We'll act as your single source of information and expertise on top carriers, such as:

- o Aetna
- o American General
- o AmeriHealth
- o Cigna Healthcare
- o Horizon BCBSNJ
- o MetLife
- o Oxford Health Plans
- o Unicare
- o United Healthcare
- o University Health Plans
- o WellChoice

Count on the Bollinger GA to deliver the services you and your clients require:

- o The broadest range of products available
- o 24-hour turnaround on small group quote requests
- o Comprehensive paper work review, submission and approval follow-up
- o Post-sale support for service and claims issues
- o Prompt renewal notification and analysis
- o Online quoting, forms and account information through our website, [www.BollingerGA.com](http://www.BollingerGA.com)
- o Timely and accurate commission payments

For more information:

Toll-free: 1-800-526-1379, ext 1065

Fax: 973-467-0061

E-mail: [gateam@BollingerInsurance.com](mailto:gateam@BollingerInsurance.com)

## [www.SeeMyBenefits.com](http://www.SeeMyBenefits.com) Custom designed employee benefits web sites

Do you need an edge to help write (or keep) that employee benefits account? Why not offer your client an employee benefits web site, individually tailored to their specific benefit program? Your logo and your client's logo will appear on the home page.

Included is a menu of all available employee benefits with separate information screens for each product. The web site provides 24/7 access to all employee benefits forms, e-mail links to ask questions and, when available, hyperlinks to carrier web sites, network directories and other health related sites. To learn more, visit [www.SeeMyBenefits.com](http://www.SeeMyBenefits.com).

*"I have evaluated the new health benefits web site that SeeMyBenefits.com has developed for us and I am very impressed. Everyone thinks that it is great to be able to obtain information about their health benefits coverage whenever they want, over the internet. It certainly makes our decision to switch brokers all the more valid. Your offer to do it for us saved us not only money but a great deal of time."*

**Scott Jones, Administrator—Mount Laurel Fire District #1**

### ***Did you know that ...***

Bollinger was recognized by BUSINESS INSURANCE as one of the *Top 20 Leaders in Productivity?*

ROUGH NOTES magazine named Bollinger their *Marketing Agency of the Month* for November 2000?

BUSINESS NEWS-NJ selected us as one of *New Jersey's Finest Companies for 2001?*

## Excess & Surplus Lines

*Bollinger owns two Excess & Surplus Lines agencies:*

**Market Solution Managers**, located in New York City is your one stop shop for Professional Liability coverages. MSM specializes in

- Directors & Officers Liability
- Employment Practices Liability
- Fiduciary Liability
- Errors & Omissions Coverage

Also, with it's close proximity to Silicon Alley, MSM has the products and expertise for your technology accounts, including:

- Internet Liability
- Hackers Insurance
- Intellectual Property coverages

[www.MSM.com](http://www.MSM.com)

**Princeton Risk Managers**, has been doing business with the NJ,NY and PA broker community for over **25** years. They have market strength with over **50** insurance companies and can quote most risks in **48** hours. For your unusual or difficult to place risks, Princeton Risk Managers can help. Their areas of expertise include:

- Environmental Risks
- Medical Malpractice
- Public Entity Business
- Restaurants
- Products and Heavy Casualty
- Property and Inland Marine

[www.PrincetonRisk.com](http://www.PrincetonRisk.com)

## **Emergency Services Insurance Program**

We've been insuring volunteer fire departments and first aid squads for over **25** years. Our program offers top-of-the-line, competitively priced insurance products designed to meet the needs of Emergency Services Organizations and their members. In addition, we offer comprehensive loss control services, including:

- Emergency vehicle driver's training
- Driver assessments
- On-site safety audits
- HAZ-MAT pocket index guides
- EMS CEU Credits

The ESIP Team recently relocated to our new office in Princeton, NJ and can be contacted by either calling 1-888-452-2200 or e-mailing: [esip@BollingerInsurance.com](mailto:esip@BollingerInsurance.com).

## Count on us for more!

### **K-12 Student Accident**

With over **55** years of experience in administering student insurance plans, Bollinger offers an exclusive program of student and athletic accident medical expense insurance for nursery schools, day care centers, elementary and secondary public and private schools. Our program offers a wide selection of benefit and coverage options and is available in **36** states.

### **College Student Medical Plans**

Over **100** colleges and universities currently participate in our student medical insurance programs, which are offered nationwide. All underwriting, quoting, policy issuance, eligibility, billing, claims adjustment and payment services under this program are provided by Bollinger.

In addition, individual internet web sites are established and customized for each college, enabling students and college officials to quickly obtain information, claim forms, and in some cases, purchase coverage directly by credit card.

### **Group Dental Insurance**

We have provided a group dental insurance program for over **25** years. With thousands of insureds, extensive experience and the backing of a first-rate preferred provider network, Bollinger offers a very competitive product for distribution by brokers in NJ, PA, CT, OH, DE and MD.

### **Group Prescription Drug Card Plan**

Our exclusive program of prescription drug insurance utilizes the nationwide PCS network of pharmacies. We offer a wide selection of plans and plan options and we provide full administration of this program. We offer coverage on a stand alone basis for eligible groups in NJ and PA.

*All of these programs are underwritten by "A+" rated carriers.*

**BOLLINGER, INC.**

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PO Box 5000  
Short Hills, NJ 07078**

**Bollinger**  
*Insurance Since 1876*

***www.BollingerInsurance.com***

Toll Free: 1-800-526-1379

Fax: 973-921-2876

Email: [info@BollingerInsurance.com](mailto:info@BollingerInsurance.com)

**We'll be attending the  
PIANJ/NY Annual Business  
Conference**

**June 9th—10th  
Bally's Park Place**

**Visit us at Booths #41 & #42**

***Count on us for more!***

Bollinger Solutions is published by Bollinger, Inc., the 15th largest privately held independent insurance agency in the United States. For additional information about our Specialty Insurance Products, please contact us or ***visit our web site at [www.BollingerInsurance.com](http://www.BollingerInsurance.com) and click on Broker Services.***

*At our Short Hills location (1-800-526-1379):*

**Employee Benefits & Employee Benefits web sites:**

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**Club Programs**

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**Sports and Recreation Programs**

Lori Windolf Crispo, Executive Vice President ext 1105

**School and College Programs**

Douglas T. Cook, Executive Vice President, ext 1012

*435 Wall Street, Princeton Newjersey 08540:*

**Princeton Risk Managers, Excess & Surplus Lines**

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