

# MEET THE CHALLENGE OF DOING BUSINESS IN NJ

... with Timely Business-to-Business Seminars

One of the biggest challenges you face as a New Jersey employer is figuring out how to comply with the many laws and regulations that tell you how to run your business.

NJBIA has connections with many of the State's top experts in business and government; thus, we are well positioned to help you meet this challenge.

In its annual seminar series, NJBIA provides practical information in plain English from some of the best legal authorities in the State, showing you how to meet your legal obligations and avoid costly pitfalls and disputes. The seminars are offered to NJBIA members at a significant discount.

The Association's recent seminars addressed topics like:

- *Hiring and Firing: Putting the Legal Pieces Together*
- *Developing Employee Handbooks and Policies*
- *Hot Legal Topics for Employers*
- *How to Comply with State Environmental Regulations*

Other seminars showed members how to make the most of opportunities and avoid potential disasters. They included:

- *Employee Health Insurance: How to Be a Savvy Purchaser*
- *How to Land Contracts for Your Business*
- *From the Unpredictable to the Unthinkable: How to Deal with Business Emergencies*

“Speakers were authoritative, relevant and plain-spoken.”

**RICHARD HILL**—  
Senior HR Generalist, Seton Hall University

John McBride, senior account executive with Richard Meyers & Associates Inc., asks a question at an NJBIA seminar on health insurance.



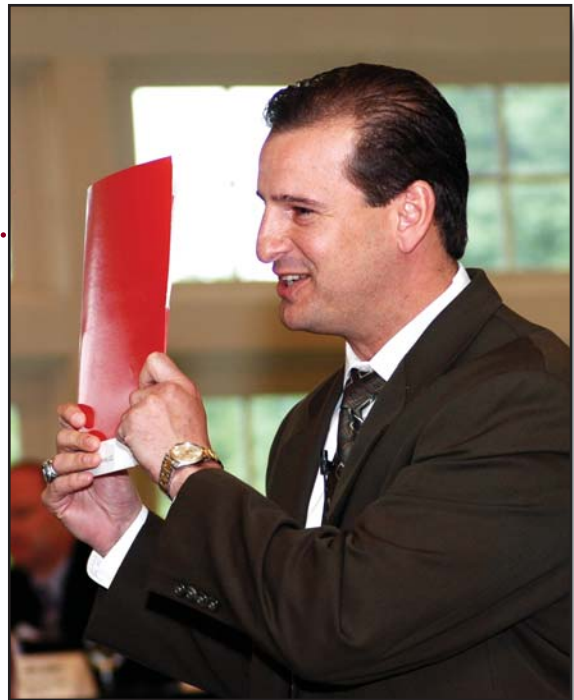
Vaughan Reale, senior vice president with Banc of America Corporate Insurance Agency, answers NJBIA members' questions.

“Excellent program—provided excellent value to members.”

**KAREN WARREN**—  
President, Bryant Staffing

“The best, most pertinent presentation of its type that I have attended in 30 years. Wish it were longer.”

**RICHARD HOLSTEIN DMD—**  
Princeton Pedodontics



Vaughan Reale presents the latest information on health insurance at a recent seminar.



Nimish Shah, manager-operations with Insyst Inc., connects with another NJBIA member at a 2006 seminar.

“I learned a great deal and I’m excited about putting this new knowledge to work.”

**STEPHANIE BERRY—**  
Controller, Shackamaxon Golf & Country Club

NJBIA has another lineup of practical, hands-on seminars planned for 2006-2007. These will explain how to deal with the State’s latest legal and regulatory challenges and address other topics of interest to New Jersey employers.

*Making Sense of Family and Disability Leave* clears up the confusion between conflicting State and federal leave laws that affect all employers with 50 or more employees.

*Navigating New Jersey’s Pay-to-Play Laws* is intended for virtually anyone doing business as a vendor or contractor with State and local governments.

NJBIA is also on the front lines helping its members deal with the ever-rising cost of employee health insurance, which costs New Jersey employers an average of

nearly \$8,000 per covered employee.

Its spring seminar, *Employee Health Insurance, How to be a Savvy Purchaser*, is back by popular demand. At this perennial favorite, small-business owners, human resources managers and others responsible for company health plans find out how to get quality coverage at competitive prices. An important new topic is how to take advantage of money-saving Health Savings Accounts.

NJBIA’s seminars, offered to members at a discount, are also great networking events. Thousands of individuals signed up for NJBIA seminars and programs in 2005 and 2006. These workshops allow members to trade tips, information and business cards with industry peers and potential customers.