

SFMA News

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A monthly newsletter

IWT Consortium Grant

The SFMA is working with five member manufacturers: Decimal Engineering, Forecast Products, KSM Electronics, Q'Straint, and Rock Garden South, on an IWT Consortium Grant. The Grant was initiated in June of 2010 and will run through June, 2011. These companies will be training most of their employees on various topics some of which are Strategic Planning, Supervisory/

Leadership/Team Building, Blue Print Reading, Customers and Quality, Lean Process Improvements, and J-STD soldering and assembly training. The total cost of the grant is \$170,000 and the manufacturers will be reimbursed by the State of Florida for half of this cost.

For more information on training opportunities for your company, contact Dennis Battistella at 954-941-3558 or email dennisb@sfma.org

Business Insurance..

Insurance Commissions vs. Fee-based Compensation? Which one is right for your business? (by Rick Neyman, Slaton Risk Services)

In my experience fewer than one in five business owners and/or executives have an accurate understanding of how much commission is included in their business insurance premiums. As a general practice most carriers pay agents a commission somewhere between 10 and 20 percent of earned insurance premiums. In theory, those commissions are paid for the services an agent is expected to provide, such as evaluating exposures and recommending coverage limits,

assisting with claims, sending out certificates of insurance, etc. Certainly a good insurance advisor also provides a variety of important additional services, such as loss control, creating an overall risk-strategy, as well as helping research and place appropriate insurance contracts at competitive rates.

However, whether originally intended or not, commissions as a form of compensation. ([continue reading here](#))



ROE! Don't Miss It!

On Wednesday, March 23, 2011, an event will take place that showcases the excellence demonstrated in the South Florida region.

This event, hosted by SFMA, is the 32nd Annual Recognition of Excellence Banquet at the DCOTA Center in Dania Beach.

Make nominations now for Manufacturer of the Year and Employee of the Year! <http://www.sfma.org/roeregister.html>

To learn more about this annual event or to register, go to our website at: <http://www.sfma.org/roeregister.html>