

January 2024 Issue 23 Volume 246

Mission Statement: *To prepare our members to best serve their communities and represent our industry through education, shared experiences, and motivation*



LET'S CELEBRATE!

MEMBERS – FRIENDS – SPONSORS

APPRECIATION LUNCHEON

THURSDAY, JANUARY 11, 2024

MID-AMERICA SCIENCE PARK

ROOM 126 821 SOUTH LAKE ROAD, SCOTTSBURG

11:30 AM – 1:00 PM

**A TIME OF GATHERING, CELEBRATING AND
CONVERSATION!**

**THERE IS NO CHARGE, BUT YOU MUST
REGISTER YOUR ATTENDANCE BY EMAILING
ABOGARDINSURANCE@YAHOO.COM NO
LATER THAN NOON ON MONDAY, JAN. 8TH.**

**OUR
PREZ
SAYS...**



Happy New Year to Everyone!

I'm certainly looking forward to seeing many of you on the 11th for friendship and lunch. Lord knows I need to eat more after the holidays...

Many of you have not attended the Annual pilgrimage to our Nation's Capital for CapCon but I would highly recommend it this year as we need to have a good showing from our State but more importantly what it will open your eyes to. There is a scholarship from the State for first-time attendees as well as help from our Chapter on your cost of attending so please let us know if you are interested in going. Dates: Feb. 25-28. Early discounted registration thru Jan. 31st

Hope to see you soon!

Charlie

**Charlie Mayberry, NABIP/ South
Central Indiana Chapter President**

Leadership

2023-2024

President

Charlie Mayberry

President Elect

Larry Mayfield

Immediate Past President

Andrea Bogard

Secretary

Jessica Croquart

Treasurer/Communications

Andrea Bogard

Legislative/ ISAHU-PAC

Larry Mayfield

Awards/Vanguard

Jessica Croquart

Membership

Johnny Reliford

Media Relations/Social Media

Charlie Mayberry/Jessica Croquart

Professional Development

Bridget Redmon

NABIP Pac

Ky Yarling

Retention

Greg Allen



January 11 - Celebration Luncheon

February 8 – TBD

March 14 – 4-5 hours CE including 3 hrs. Ethics

April 11th – TBD

May 9th – TBD

May 24th – Annual Golf Outing



We're honored to join you in supporting NABIP.

Thanks for standing with the South Central Indiana community.

Ready to learn more about Humana plans? Get in touch with a licensed Humana sales agent.



Mike Jones

502-424-8498 (TTY: 711)

Monday – Friday

Monday – Friday, 8 a.m. – 5 p.m.

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All financial records are available for review. Contact Andrea Bogard, Treasurer, at ABogardInsurance@yahoo.com. Copies of the By-Laws are available. Contact Jessica Croquart, Secretary, at Jessica.Croquart@SIHO.org



Connected care is better care

Let us help you connect your health, dental, vision,
life and disability coverage.

With Anthem Whole Health Connection, we're connecting our Anthem health, pharmacy, dental, vision, life and disability plans — resulting in better health and a simplified experience for you and your employees. Members get complete coordinated care, and employers enjoy the ease of working with one account team — meaning less administrative hassle and less energy managing different plans.

Benefits of connecting your coverage with Anthem:

- More comprehensive care for your employees and savings for you
- Ease of using one carrier
- Early detection, prevention and management of chronic diseases
- Competitive pricing

**Find out how coverage
for the whole person
can mean better health
for your employees and
savings for you!**



Health • Pharmacy • Dental • Vision • Disability • Life



SOUTH CENTRAL INDIANA JANUARY MEMBER ANNIVERSARIES

MIKE JENKINS – 20 YRS.

ARNIE SAUNDERS – 5 YRS.

SHEILA VESSELS – 16 YRS.



Jess & Sandra Carrasquillo (co-founders)

Jess and Sandra offer a full-service insurance agency that concentrates in the senior market. We represent many of the top-rated insurance carriers when it comes to Medicare and provide our clients with plans that fit their individual needs. We take the time to explain all your options in a simple and concise manner. Our staff is available for assistance with questions, claims, and concerns. With over 20 years of experience, our philosophy has always been to treat you with respect and to provide our services with honesty and integrity.

No Pressure - No Obligation - Just Sound Advice

317-201-4278

Midwest Insurance Marketers of America



At *Midwest Insurance Marketers of America*, we strive to assist our Benefit Advisors in placing and maintaining their client customer base with the quality insurance carriers we represent.

Since 1988, our agency has assisted Benefit Advisors in placing over 25,000 insurance policies throughout our Midwest service area. Our primary market has been major medical coverage for employer groups or individual families.

In the last decade, we have expanded our service into a full circle approach for our Benefit Advisor and their client customers. Not only offering quality health insurance coverage, but complete insurance protection for the Senior arena. We have established multiple levels of coverage through our full circle approach; **major medical, senior planning, and financial products.**

Phone: 317-328-0800



As a bonus at our January meeting, Susan Rider (Director of Compliance and HR Consultant at Human Capital Concepts), NABIP Vice President will give

us a live, in-person update on what is happening on the national front with NABIP.

Have Medicare questions?
I have answers.



Tom Leix

Licensed Sales Representative

7440 Woodland Dr. #100

Indianapolis, IN 46278

317-405-3919, TTY 711

UHCMedicareSolutions.com





December Donations Help

Make Christmas

Bright for Kids!

Thanks to everyone who contributed toward our December Charity. Our member donations plus our \$300.00 chapter match totaled \$670.00! We can only imagine the difference it made for our recipients and their families. Thank you, Nancy Swank, for coordinating our student shoppers from Grace Christian Academy (pictured below) and supervising their shopping trip resulting in a trunk full of great items!



The logo for Zeller Insurance, featuring the name "Zeller" in a large, white, serif font inside a black rounded rectangle.

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NABIP | pac

The membership of NABIP/South Central Indiana is a strong contributor to our association's PAC. We have one of the highest percentage of contributors vs. members in all of NABIP! The following members are monthly/annual contributors. We are grateful for supporting those who support our industry and client's insurance interests. If you would like to join these below, contact Ky Yarling at 812-701-0172.

The following members are our South Central Monthly/Annual Contributors:

Greg Allen, Andrea Bogard, Larry Mayfield, Bill Robinson, Dave Dionne, Bridget Redmon, Larry Isom, Tammy Giles, Jessica Croquart, Nancy Swank, Ky Yarling, Charlie Mayberry, Dave Shymkus, Dana Loy, Johnny Reliford

**WE BELIEVE YOU CAN SELL MORE
WITH THE RIGHT SUPPORT.**



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- SUPERIOR CUSTOMER SERVICE
- CONNECTIONS TO TRUSTED CARRIERS
- INNOVATIVE PROCESSES
- FREE TRAININGS ON PRODUCTS AND RESOURCES TO
- HELP YOU MARKET AND SELL
- BACK-OFFICE SUPPORT IN CLIENT AND CARRIER COMMUNICATION, MANAGING COMMISSIONS, RENEWALS, AND MORE

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ISAHU-Pac

The Indiana State Association of Health Underwriters Political Action Committee (ISAHU-PAC), since its inception in 2004, has donated tens of thousands of dollars to both political parties made possible by contributions from ISAHU members. Contributions are managed and political donations are determined by the ISAHU – PAC Board of Directors.

ISAHU member contributions have allowed ISAHU-PAC to become a powerful source of clout within the halls of the Indiana State House.

If you would like to contribute, contact Larry Mayfield, NABIP/South Central Chapter Legislative Chairman (Larry@ZellerInsurance.com).



In the insurance business as in many other industries, some individuals seem to consistently be top producers. Not only are they top producers, they strive for excellence in their field, and provide impeccable service to their clients. The top notch way they do business means that their clients are happy, and that there fewer service problems for you.

A top producer in the insurance industry is like a center of excellence in the medical arena. Their expertise in their field results in their ability to produce a significantly greater amount of business, yet do so in a cost-effective manner. Their outcomes are better than those of other producers because of their dedication to excellence and the volume of business they produce.

At NABIP, we have a program designed to reward our members who are outstanding producers. That program is the Leading Producers Roundtable. LPRT qualifiers receive a number of free or discounted educational offerings and other services from us – after all they are the best of the best and we depend on their knowledge and dedication to their industry to help our own organization be the best.



The Leading Producers Round Table (LPRT) formed in 1942 to

recognize the successful underwriters of accident and health insurance. Today, the LPRT committee is committed to making LPRT the premier program for top health, disability, long-term care and worksite marketing insurance producers, carrier reps, carrier management, and general agency/agency managers.

APPLICATIONS FOR 2024 AVAILABLE AT NABIP.ORG



Paramount Dental is a
Proud NABIP
Chapter Sponsor

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National Association of Benefits and Insurance Professionals
South Central Indiana Chapter
 **NABIP**
Shaping the future of healthcare

January Charity of Choice:



Our Mission:

Ben's Ranch seeks to improve the lives of youth struggling with mental health issues by connecting them to jobs and experiences on farms, at stables and in other natural and agricultural settings.

January Collection for the Scott County Clearing House: Feminine Hygiene Products



A few of the highlights:

- a lobbying best practices presentation featuring Hill staffers during Monday's general session
- ***NEW*** lunch with sponsors on Monday provided in your registration fee
- two town hall sessions where you can discuss legislation and association activities with NABIP staff and Board members

The conference will also feature breakout sessions on timely topics such as Medicare marketing requirements and compensation regulations, the employer perspectives on mental health and Rx costs, reference-based pricing models, implementation of the Inflation Reduction Act, and more.

2/25/2024 8:00 AM - 2/28/2024 5:00 PM

at the

Hyatt Regency Capitol Hill 400 New Jersey Avenue, NW
Washington, DC 20001



B. Redmon

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**In Calendar Year 2023 NABIP/South Central Chapter
Contributed to the following organizations:**

Bartholomew Humane Society

Scott County Clearinghouse

HOPE Southern Indiana

Turning Point DVS

Barn Raisers of Indiana

The Performing Arts

Special Olympics Indiana

Wears Valley Ranch

Morgan Co Habitat for Humanity

St. Vincent de Paul

American Legion Post 9

Indiana Veterans Memorial Cemetery

Vets4Warriors

Bluff Creek Christian Church

New Hope of Indiana

Turning Point

Exit 0

Anchor House Shelter

Jefferson County Youth Shelter

White's Chapel UMC

If you would like to suggest our monthly "Charity of Choice," please contact Treasurer Andrea Bogard (ABogardInsurance@Yahoo.com).