

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 <u>MUST</u> REGISTER YOUR ATTENDANCE BY EMAILING <u>ABOGARDINSURANCE@YAHOO.COM</u> 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

Leadershi

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 <u>ABogardInsurance@yahoo.com</u>. Copies of the By-Laws are available. Contact Jessica Croquart, Secretary, at <u>Jessica.Croquart@SIHO.org</u>

Humana

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



Health · Pharmacy · Dental · Vision · Disability · Life

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



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.

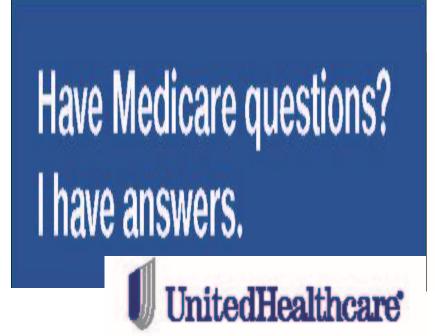
Since 1988, our agency has assisted Benefit Advisors in placing over 25,000 insurance policies throughout our Midwest service area. Our primary market has been major medical coverage for employer groups or individual families.

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.



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!







NABIP | pac

The membership of NABIP/South Central Indiana is a strong contributor to our association's PAC. We have one of the highests 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.



WE EXIST TO BE THE SUPPORT YOU NEED THROUGH OUR:

- 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

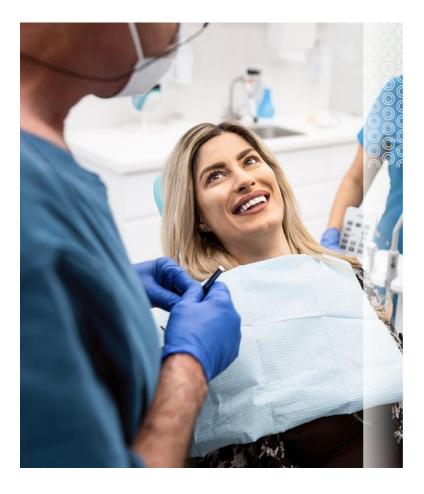
us – after all they are the best of the best and we depend on their knowledge and dedication to their industry to help our own organization be the best.

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**

Insuring smiles for more than 36 years!





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



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).