

National Association of Benefits and Insurance Professionals

South Central Indiana Chapter



Shaping the future of healthcare



Please join us for this special meeting!
Open to all! Thursday, Feb. 12



February Meeting Guest Speaker: Elizabeth E. James, Elder Law Attorney



Liz will provide an overview of why estate planning is beneficial to all, how elder law attorneys can assist in asset protection as well as Medicaid qualification, guardianships, and estate administration.

What's Up Next:

Feb. 12

**Chapter
Meeting**

8:30

Networking

9am Meeting

Mid America

Science Park

Rm. 126

Scottsburg, IN

February

Donation!

Tuna or

Chicken,

**canned or in a
pouch**

NABIP Golf

Outing May 22

The South Central Meeting will be in Scottsburg at the Mid America Science Park.

We will still be in Room 126, and we must use Door #5 for entry to the building - no exceptions.

When you turn into the main MASP entrance, continue past the building. When you get to the end of it, turn right and watch for Door #5 on your right. There will be signage with NABIP South Central directing you to our room once inside. (Once in the building you'll make a left in the open area and then a quick right. Continue down the hallway, past the atrium, and make a left at the end of it. Our room is on the right after you make that last turn.)

From The President's Corner

A Minute with our Chapter President, Jessica Croquart

As we move forward together as a chapter, I'm reminded of how important it is to continue learning, growing, and showing up for the clients and communities we serve. One of the greatest strengths of our chapter is our commitment to education and collaboration, and our upcoming meeting is a perfect example of that focus. We are excited to welcome a special guest speaker, an experienced elder law attorney, who will be sharing valuable insights and practical knowledge that directly support the work we do every day. This presentation will provide an excellent opportunity to deepen our understanding of elder law topics, ask meaningful questions, and gain tools that help us better guide and protect our clients.

Beyond the education, this meeting is also a time for us to reconnect, collaborate, and strengthen our chapter as a group. When we come together to share ideas, experiences, and resources, we elevate not only our individual work, but our collective impact. I encourage everyone to attend, participate, and engage—this is how we continue to grow as professionals and as a chapter. Together, we can learn more, serve better, and do more for those who depend on us. I look forward to seeing you at the meeting and continuing the important work we are building together.



Jessica Croquart

2025-2026 Chapter Leadership

President: Jessica Croquart

Immediate Past President: Charles Mayberry

President Elect: Larry Mayfield

Secretary: Jessica Croquart

Treasurer: Andrea Bogard

Legislative: Scott Allman

Communications: Kaitlynn Loy

NABIP/Pac: Ky Yarling

ISAHU-Pac: Charles Mayberry

Professional Development: Christy McGinley

Awards/Vanguard: Jessica Croquart

Membership: Libertie Villalpando

Retention: Greg Allen

Media Relations: Laura D'Antoni

Social Media: Jessica Croquart

America's #1 Marketplace Health Insurance

Marketplace plans that fit your clients' needs with access to a provider network they can trust. **Enroll today!**

Want to learn more about Ambetter Health?

Contact Alicia Morgan at (423) 491-9547 or alicia.morgan@centene.com.



Scan the QR code to visit
AmbetterHealth.com



Statistical claims and the #1 Marketplace Insurance statement are in reference to national on-exchange marketplace membership and based on national Ambetter data in conjunction with findings from Issuer Level Enrollment Data from CMS, State-Level Public Use File from CMS, Covered California Active Member Profile data, state insurance regulatory filings, and public financial filings. Ambetter Health Insurance plans are underwritten by wholly owned subsidiaries of Centene, who is a Qualified Health Plan issuer in Indiana. Centene and its wholly owned subsidiaries comply with applicable Federal Civil Rights Laws and do not discriminate on the basis of race, color, national origin, age, disability, or sex. This is a solicitation for insurance ©2024 Centene Corporation. All rights reserved. Additional information is available in the Evidence of Coverage. Ambetter Health Insurance is offered by Ambetter from MHS in the state of Indiana.

Take Note of These Dates

May 14: Mini Medicare Summit (Indy)

We will not have a chapter meeting this month. Instead, we hope to see you all at the summit. Look for registration details soon.

May 22: Golf Outing New Date!

This was changed from the 15th to make attendance at both the Mini Medicare Summit and the golf outing easier.

Remember, many of the partnership sponsor packages include a golf team.

September 11: 9/11 Remembrance Ceremony, 25th Anniversary

Atterbury-Bakalar Air Museum
Columbus, Indiana

This will also be our chapter meeting after the ceremony

MEDICARE SUMMIT

YOUR BLUEPRINT FOR SUCCESS!



THURSDAY, MAY 14TH

ONEAMERICA FINANCIAL TOWER - INDIANAPOLIS

A ONE-DAY, IN-PERSON CONFERENCE CREATED SPECIFICALLY
FOR INDIANA MEDICARE AGENTS.

Questions? Contact Lori Rowan at lori@zellerinsurance.com



Doctors who care and
listen to your clients
It's about time.



To find doctors in your area,
visit FindCenterWell.com or
to learn more contact:
Holly Helm at (502) 797-2543

CW-GCHMKUPEN



Visit Us Online



Let's Medicare Together™

Boost Your Business
With a Leading
Medicare
Advantage Plan

20
YEARS

Serving only the
Medicare population

94%

Member
retention rate



U.S.-based member
and broker support

For more info call: **1-952-843-3451**



Visit our website:
www.nabipsci.org

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



NABIP/South
Central Chapter
Website:
NABIPSCI.org



NABIP South
Central
Indiana Chapter

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



**Elevating
healthcare
for
employees
and
employers**

Anthem Blue Cross and Blue Shield is ready to connect your employees to the care, support, and resources they need

to thrive. Our connected ecosystem puts people and their needs at the center of everything we do.

Helping employees feel covered, protected, and confident in their care



Anthem Blue Cross and Blue Shield is the trade name of Anthem Insurance Companies, Inc. Independent licensee of the Blue Cross and Blue Shield Association. Anthem is a registered trademark of Anthem Insurance Companies, Inc.

FEBRUARY MEMBER ANNIVERSARIES

Carolyn Dailey 7 years!
Dana Loy 9 years!
Greg Allen 10 years!



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

February Charity of Choice



Bartholomew County Humane Society

Bartholomew County Humane Society (BCHS) has been an institution committed to providing humane care for animals in need in Bartholomew County for over 50 years. What started as a grassroots effort by a small group of dedicated individuals has grown to a significant not-for-profit organization that not only cares for 900+ animals each year but is also dedicated to preventative efforts to control pet overpopulation.

February Donation Item:

Tuna and Chicken

either in a can or in a pouch



Zeller
INSURANCE

812.372.8456 • Columbus, IN

*You got it?
We insure it!*



Medicare • Life • Health • Business • Home • Auto

Have Medicare questions?
I have answers.

Tom Leix

Licensed Sales Representative

7440 Woodland Dr. #100

Indianapolis, IN 46278

317-405-3919, TTY 711



UnitedHealthcare

**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

AGENT-LINK.NET | 1. 800.960. 1371





Simplifying Health Insurance for Your Peace of Mind
Group Benefits • Individual Health • Medicare
502.741.2814



**Follow us on Facebook
NABIP South Central
Indiana Chapter**



 812-722-3699

 1366 N. Gardner St. Suite 100
Scottsburg, IN 47170

 heritageinsurance@outlook.com

MEDICARE PLANNING, SERVICE, MANAGEMENT



Join us February 22-24, 2026, in Washington, D.C., for NABIP's 36th Annual Capitol Conference – the nation's premier legislative advocacy event for health benefits professionals.

As we focus on shaping the future of health insurance, this is your chance to connect with policymakers, advocate for the industry, and amplify your voice on the most pressing issues. Don't miss out on this invaluable opportunity to influence legislative priorities that impact your profession and clients!

Important Registration Information:

The last day to register online is February 13th. On-site registration will also be available.

When: 2/22/2026 8:00 AM - 2/24/2026 10:00 PM

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



Bob Herbst
Broker Manager
317-496-1841



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

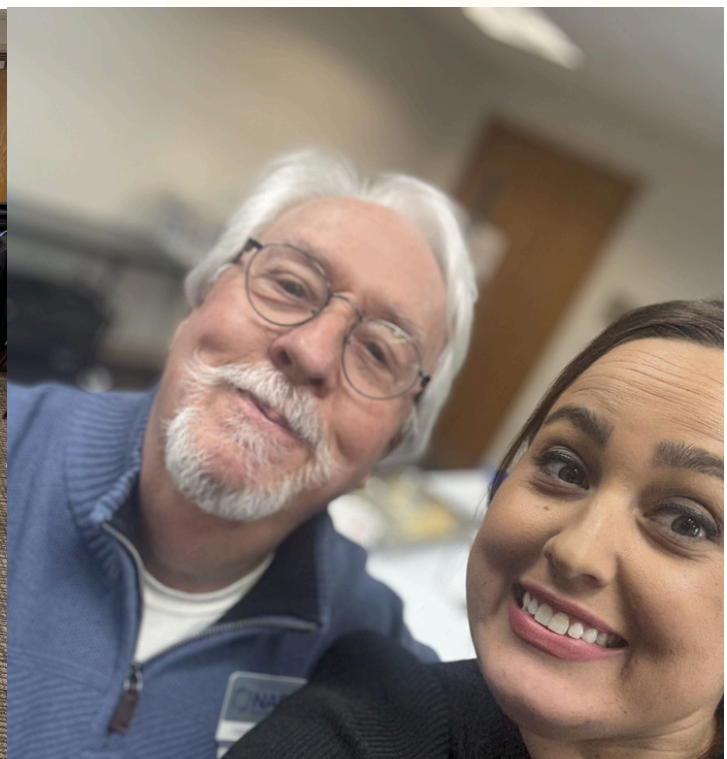
317-201-4278



January

LUNCHEON *celebration*

vibes



“

Agents and brokers are often the most trusted resource Medicare beneficiaries rely on to navigate complex coverage choices. When compensation structures change with little notice—especially during AEP—it threatens beneficiaries’ access to personalized guidance and creates instability in the marketplace. CMS has an opportunity to bring greater consistency and transparency while continuing to protect consumers.

NABIP CEO JESSICA BROOKS-WOODS

”



Do you have a drawer at home that looks like this? Condiments from restaurants that seem wasteful to throw away, yet you never get around to using?

Do you know that places like the Scott County Clearinghouse can use these? They can be given to those in need along with food items, soaps/detergents, dental products, etc. that we donate each month!

Consider cleaning out that drawer and bringing a baggie full to our February and March meetings. Your drawer will thank you ... and so will we!

