

National Association of Benefits and Insurance Professionals

South Central Indiana Chapter



Shaping the future of healthcare

NABIP

2025 Pacesetter Award

REVIEW

March 2026

Gold Certified
2025

Call All Insurance Professionals: SPRING CE DAY WITH ETHICS!

Mark your calendars for Thursday, March 12, 2026, and plan to join fellow professionals for a full day of networking, education, and industry updates at the Mid-America Science Park in Scottsburg, Indiana.

This year's C.E. Day includes 5 continuing education credit hours, featuring the required 3-hour Ethics course, "Ethics in Business," presented by Zach Wilding of One America. Attendees will also enjoy chapter updates, networking opportunities, and additional continuing education sessions.

Event Highlights:

- Networking & Coffee beginning at 8:15 a.m.
- South Central Information & Business Meeting
- 3-hour Ethics course (required credit)
- Additional C.E. sessions
- Lunch sponsored by AgentLink
- Lunch, coffee, soft drinks, and snacks included

Registration Fees:

- NABIP Members: Peanut Butter*
- Non-Members: \$20 + Peanut Butter*

(*All peanut butter donations will be given to the Scott County Clearing House.)

📍 Location: Mid-America Science Park, 821 S. Lake Road, Room 126, Scottsburg, IN

📅 Registration Deadline: Monday, March 9 at noon

Don't miss this opportunity to earn credits, connect with colleagues, and support a great local cause. We look forward to seeing you there!

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



What's Up Next:

March 12
Spring CE Day:
5 hours and
Lunch
Mid America
Science Park
Rm. 126
Scottsburg, IN

March
Donation!
Peanut Butter

May 14
Mini Medicare
Summit (Indy)

NABIP Golf
Outing May 22

From The President's Corner

A Minute with our Chapter President, Jessica Croquart

As we look ahead to our Annual Spring C.E. Day, I'm excited for another opportunity to come together as a chapter to learn, connect, and grow professionally. Continuing education is more than a requirement — it's a chance for us to strengthen our knowledge, support one another, and better serve our clients and communities. Our C.E. Day continues to be one of the most valuable events we offer each year, and I encourage everyone to attend, participate, and take advantage of the education and networking opportunities available.

This year also marks an important time of transition and progress for NABIP. As our organization continues to evolve, we are embracing changes that reflect the growing role of insurance professionals as trusted advisors and advocates. These changes position NABIP to better support our members through education, advocacy, and professional development while ensuring our voices remain strong at both the state and national levels.

Moving forward, our South Central Indiana Chapter remains committed to fostering collaboration, providing meaningful educational opportunities, and supporting our members as the industry continues to change. Your involvement, ideas, and engagement are what make this chapter successful, and I'm grateful for the dedication each of you brings.

I look forward to seeing you at C.E. Day and to continuing our work together in the year ahead.



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

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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

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THURSDAY, MAY 14TH

ONEAMERICA FINANCIAL TOWER - INDIANAPOLIS

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FOR INDIANA MEDICARE AGENTS.

Questions? Contact Lori Rowan at lori@zellerinsurance.com



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Our Capitol Conference Attendees... Full Report Coming in April!



Scott Allman, Libertie Villalpando, and Elizabeth Sorg



Interested in serving in a special committee??

We are looking for South Central Indiana NABIP members to join in our 9/11 Remembrance Ceremony committee to help with all the details that make this event so special.

If you are interested in helping, please email Ky Yarling at ky.yarling@gmail.com for more information.

Zach Shannon
Regional Sales Mgr.
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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



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MARCH MEMBER ANNIVERSARIES

Robert Jenkins 1 year!
Larry Isom 9 years!
Jessica Croquart 10 years!
Nate Harmon 14 years!
Mark Nantz 15 years!
Andrea Bogard 24 years!!
Bev Miller 24 years!!



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March Charity of Choice



Stepping up for Children Barn Raisers of Indiana is bringing funding, awareness + support for children in need locally and around the world.

March Donation Item: Peanut Butter



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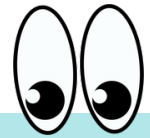
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 heritageinsurance@outlook.com

MEDICARE PLANNING, SERVICE, MANAGEMENT

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 March meeting. Your drawer will thank you ... and so will we!



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.

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NABIP South Central Indiana Chapter's Annual Spring C.E. Day 2026

Thursday, March 12, 2026

Includes REQUIRED 3 hours of ETHICS!

821 S. Lake Road, Rm 126
Scottsburg, Indiana 47170

MID-AMERICA
science park

Registration Fees (5 credit hours of Continuing Education)

NABIP members: Peanut Butter*

Non-NABIP members: \$20 + Peanut Butter*

Lunch, Coffee, Soft Drinks, and Snacks are included at no additional cost

8:15 - 8:30 Networking & Coffee

8:30 - 8:55 South Central Information & Business Meeting

9:00 - 12:00 "Ethics in Business"

(3 hrs. credit, Course 31353, presented by Zach Wilding, One America)

12:00 - 1:00 **Lunch – sponsored by**



1:00 - 2:00 TBA

(1 hr. credit)

2:00 - 3:00 TBA

(1 hr. credit)

Registration

Name _____

Company _____

Email Address _____

National Producer # (NPN) _____ IN License # _____

Amount Owed/ Enclosed \$ _____

You must register no later than Monday, March 9 at noon.

You have the options of mailing this form along with your check (SCAHU c/o Andrea Bogard 4598 Harrier Court Jeffersonville, IN 47130) or emailing it and paying at the door (ABogardInsurance@yahoo.com). Checks should be made payable to SCAHU.

*all peanut butter donated to the Scott County Clearing House

Please direct any related questions to our Professional Development Chairperson Christina McGinley (christy@mcginleyinsurance.com) or Andrea Bogard (ABogardInsurance@yahoo.com)

LOOK what we are doing!!

NABIP- South Central Indiana Summary of Activities July 2025-Present

July 2025: Melissa Harmon, Ambetter, led us into a deep dive of “All About ICHRAs.”

August 2025: CE Day provided 5 hours of continuing education to attendees. We offered a variety of topics including Adaptable Annuities, Understanding Medicare, and Navigators.

September 2025: Annual 9/11 Remembrance. We returned to the Indiana Veterans Memorial Cemetery in Madison, Indiana with presentations by the American Legion Color Guard and Madison High School’s Elite Choir. We also heard from local dignitaries and our own helicopter flyover as we recalled the events of that fateful day.

October 2025: We were lead by a panel and discussed timely changes and updates to OEP and AEP.

January 2026: Member Appreciation/Celebration Luncheon with chapter friends and sponsors/partners invited

February 2026: Guest Speaker Elizabeth James, Attorney and Elder Law Specialist, shared invaluable insights about trusts, probate with a medical slant, and answered all our tough questions!

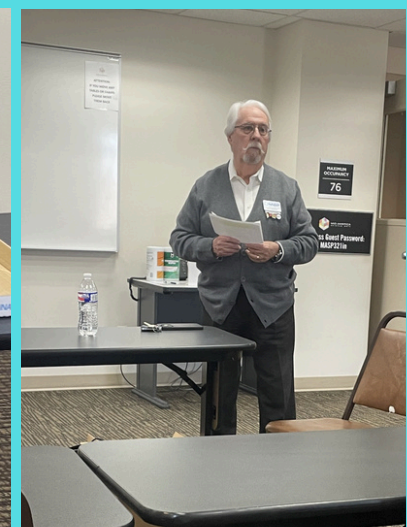
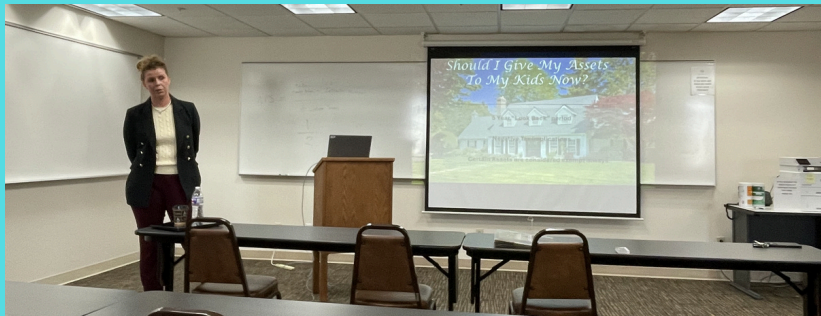
**YTD Charitable CASH Donations to local & national charities:
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HONORS Achieved

- Presented NAHU Pacesetter Award (12th year) at 2025 Nat’l Convention
 - Awarded GOLD Certification by NABIP April 2025
- Highest Percentage of Members (Chapter Size 1-50) Contributing to NABIP/Pac, presented at 2026 Capitol Conference

February Meeting Guest Speaker: Elder Law Attorney *Elizabeth James*

Voelz, Reed, & Mount, LLC
Columbus, Indiana



Congratulations to South Central Indiana Chapter member **Libertie Villalpando**, a recent **NABIP Triple Crown** recipient!

Per Susan Rider, NABIP President, "Your dedication to advancing our mission and your generous contributions to the association are truly commendable. The impact of your commitment is evident, and you have set a remarkable example for others to follow."



Way to go, Libertie! We are proud of you!

To qualify for Triple Crown a member must:

NABIP PAC: Participate in \$12 x 12 draft program or contribute \$150 total for the year

Membership: Recruit two or more new members

Advocacy: Use Operation Shout to send three or more messages