VOLUME 265 ISSUE #4

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

REVIEW
OCTOBER 2026

Engage. | Advocate. | Excel.

GET READY FOR A BUSY FOURTH QUARTER AND AEP SEASON!

It's hard to believe we are already heading into the final quarter of the year! For those of us in the insurance industry, that means one thing — busy season is here.

With Annual Enrollment Period and Open Enrollment right around the corner, October is the perfect time to make sure you are prepared for the changes, challenges, and questions that come along with this important time of year.

JOIN US OCTOBER 8!

Our South Central Indiana NABIP Chapter will meet on Thursday, October 8 from 9:00–11:00 a.m. for an AEP/OEP Panel Discussion designed to help us get ready for the months ahead.

Alicia Morgan, Account Executive with Ambetter, will lead our ACA updates and discussion, while Christy McGinley, Owner of McGinley Insurance, will share information she has gathered from broker meetings and research. We will also have time for questions and discussion — so bring your questions!

DON'T MISS THIS ONE!

We will NOT have chapter meetings in November or December because we know how busy this time of year is for our members.
That makes our October 8 meeting our last meeting before the end-of-year rush, so make plans to join us, connect with fellow members, ask questions, and head into AEP/OEP feeling prepared.

We hope to see you there — and wish all of our members a successful 4th quarter and enrollment season!

What's Up Next:

10/8
October Meeting: AEP/OEP Panel Discussion

October Donation: Toilet Paper

No Novemeber or December Meetings
ENJOY AEP AND Q4!



NABIP
2026 Pacesetter Award

From The President's Corner

A Minute with our Chapter President, Libertie Villalpando



September was a meaningful month for our chapter. We gathered once again for our annual 9/11 Remembrance Ceremony, and it reminded me that some of the most important things we do go well beyond our businesses and day-to-day work. It's a chance to honor those we lost, recognize the sacrifices of so many, and stand together as a community. Thank you to everyone who helped make the event possible and to all who took time to attend.

Now, as October begins, our attention turns to AEP. For many of us, the coming weeks will be the busiest of the year. Calendars are full, phones are ringing, and clients are counting on us to guide them through some of their most important healthcare decisions.

Moments like these remind me why NABIP matters. We may work for different agencies and carriers, but we share one mission: helping clients navigate an increasingly complicated healthcare landscape. The relationships, education, and support we find in this association make each of us better at serving the people who rely on us.

I've also been reflecting on the fact that advocacy doesn't only happen at Capitol Conference or when a bill is moving through Congress. It happens all year long. Every time we share a client's story, explain a challenge facing beneficiaries, educate an elected official, or show someone the real-world impact of a policy decision, we are advocating. Those conversations matter, and they often begin long before an issue ever reaches a committee hearing or a vote.

As you move through the busy weeks ahead, I encourage you to stay engaged, not only with your clients, but with your profession and your association. The work you do every day makes a difference, and the relationships you build throughout the year prepare us to be effective advocates when our voices are needed most.

Thank you for all you do for your clients, your communities, and this chapter. I wish each of you a successful AEP, and I look forward to hearing the stories, lessons, and wins that come out of another enrollment season.

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Libertie Villalpando

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We Will Never Forget

9/11 REMEMBRANCE CEREMONY















OCTOBER MEMBER BIRTHDAYS!



Kathy Hill 17th
Larry Isom 23rd
Kaitlynn Loy 23rd
Andrea Bogard 30th



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October Charity of Choice

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Working to End Animal Cruelty
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NEW MEMBER SPOTLIGHTS



Daniel Smith
Heritage Insurance & Investments

State of Birth: Indiana
Years in Insurance Business: Less than a year
Family: 4 Brothers, 1 Sister
Favorite Movie: Sandlot
Favorite Food: Pasta
Hobbies: Jesus, Golf, Fishing
Interesting fact the average person does not know about you: I like to fish.
Favorite Quote or Saying: Jeremiah 29:13



Kim Rumbley
SIHO Insurance Services

State of Birth: Indiana
Years in Insurance Business: 32 ½ years
Family: Married to Roger for 25 years and have 3 fur babies (cats) who are 7 years of age.
Favorite Movie: Sweet Home Alabama
Favorite Food: Pizza
Hobbies: Reading
Interesting fact the average person does not know about you: I have more than 25 first cousins
Favorite Quote or Saying: Everything happens for a reason.

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JULY 2026 – JUNE 2027

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October Meeting Info:

Thursday, October 8
AEP/OEP Panel Discussion
Thursday, October 8th
9:00 AM – 11:00 AM
BRING TOILET PAPER!

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Meeting Announcement

AEP/OEP Panel Discussion

Thursday, October 8th

9:00 AM – 11:00 AM

MID-AMERICA science park

Make sure you are fully prepared for all the changes and challenges of the upcoming Open and Annual Enrollments!

Alicia Morgan, Account Executive with Ambetter will lead our ACA updates and discussion.

Christy McGinley, Owner, McGinley Insurance will share all the knowledge she has gleaned from broker meetings and research and discuss with us.

Time for Q&A as well!

Charity of Choice: The Arrow Fund – targeting animal cruelty

Collection Item for Scott Co. Clearinghouse: Toilet Paper