Platínum Certífied 2024 / Pacesetter Award Winner 2023-24





December 2024 Issue 23 Volume 257

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



Wishing everyone a safe and meaningful

holíday season!

South Central REVIEW December 2024

OUR PREZ SAYS...



Hello fellow NABIP members!

Our days of craziness are winding down. New Year. New President. AEP Over as well as OEP for ACA. And then there are all the January 1 group renewals and commercial renewals. It's been a wild ride and not much fun I must say. There has to be a better way! I'm sure Andrea, Bill and Dave would say RETIREMENT! If it were just that easy. . .

I hope you all have great Holidays and save some room for our Feast in January at our meeting.

Merry Christmas!



Charlie

Charlie Mayberry, NABIP/ South Central Indiana Chapter President

CHAPTER LEADERSHIP 2024-2025

President: Charlie Mayberry	Immediate Past President : Charlie Mayberry
President Elect:	Secretary: Jessica
Johnny Reliford	Croquart
Treasurer: Andrea	Legislative: Larry
Bogard	Mayfield
Communications :	NABIP/Pac : Ky
Andrea Bogard	Yarling
ISAHU-Pac: Larry Mayfield	Professional Development : Libertie Villalpando
Awards/Vanguard:	Membership:
Jessica Croquart	Johnny Reliford
Retention: Greg	Media Relations:
Allen	Laura D'Antoni
Social Media: Jessica Croquart	Committee Assistants: Kaitynn Loy Christina McGinley

A Goal without a Plan is just a WISH.



NABIP/South Central Chapter Website: NABIPSCI.org



NABIP – South Central Indiana Chapter



January 9 - Celebration Luncheon

February 13 – Lora Mount, Elder Law Attorney

February 23-25, CAPITOL CONFERENCE (Washington, DC)

March 13 – Spring CE Day

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ssuer Level Enrollment Data from CMS. State-Level Public Use File

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>



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.

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South Central Indiana December Member Anniversaries

Holly Fisher – 7 yrs. Richard Holdeman – 18 yrs.





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.

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Jess & Sandra Carrasquillo (co-founders)

Jess and Sandra offer a full-service insurance agency that concentrates in the senior market.



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We will collect donations this year to provide toys and food items to the Scott County Clearinghouse as we have traditionally done. Our chapter will match up to \$300.00! Please use the link below to donate online, or you can mail a donation to NABIP/South Central IN 4598 Harrier Court Jeffersonville, IN 47130-4486. Checks should be made payable to "SCIAHU." Nancy Swank has agreed to put together a team of local students to shop for us. In order for us to deliver these timely, we have a deadline of Wednesday, December 11th for all donations to be received. Thank you!

https://square.link/u/Lt6f78yg

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Tom Leix Licensed Sales Representative 7440 Woodland Dr. #100 Indianapolis, IN 46278 317-405-3919, TTY 711



Certifications to Improve Your Practice ...

Pharmaceutical Facts, Policy and the Market Today

THE PHARMACEUTICAL FACTS, POLICY AND THE MARKET TODAY CERTIFICATION HAS BEEN DEVELOPED BY NABIP TO EDUCATE, EXPLAIN, AND DISCUSS THE MANY PARTS OF PRESCRIPTION DRUGS AND THEIR IMPACT ON AMERICA'S HEALTHCARE AND HEALTH BENEFITS. THIS COURSE WILL EXPLORE THE INTERACTION BETWEEN STAKEHOLDERS, CLINICAL AND ECONOMIC POSITIVES, OBSTACLES THAT AFFECT THOSE THAT PROFIT, AND POPULATION THAT RELY ON PRESCRIPTION DRUGS. STUDENTS WILL GAIN A FOUNDATION OF THE INDUSTRY, ROLE OF PRESCRIPTION DRUGS AS A MEANS OF PROVIDING MEDICAL TREATMENT, PAYMENT OF THOSE BENEFITS AND PREDICTIONS FOR THE FUTURE.

COURSE HIGHLIGHTS

- THE EVOLUTION OF DRUG REGULATIONS: A FOCUS ON THE EVOLUTION OF DRUGS, REGULATIONS, THE INDUSTRY'S POWER IN SETTING THE TABLE FOR HOW NEW DRUGS ENTER THE MARKET, AND HOW PRICING WORKS.
- THE MODERN DRUG MARKET: HOW THE SUPPLY CHAIN IS FOR AND AGAINST CONSUMERS AND PAYERS, AND THE ROLE THAT INSURERS AND SELF-FUNDED PLANS HAVE IN THE PAYMENT OF MEDICATION.
- THE "SECRETS" OF PRESCRIPTION DRUG COSTS: A LOOK INSIDE HEALTH CARE SPENDING AND WHAT WE EXPECT THE NEAR-TERM FUTURE TO LOOK LIKE IN TERMS OF PLAN DESIGN AND PAYMENT.





FAVORITE CHRISTMAS MEMORY AS A CHILD ... MEMBER LAURA D'ANTONI

My favorite memory of Christmas (which I only learned about as I got

"of age") was when I was 6 years old. My dad was in the kitchen putting together some toy tractors for my 2 brothers. These were the kind you could pedal like a bike. It was late at night and I walked into the kitchen catching him in the act. He told me that Santa asked him for help as he had many houses to visit that night. He said to me "Can you hear the reindeer on the



roof?" I nodded my head yes. He then said, "Go back to bed so Santa can be on his way" and off I went. To this day, I love to think about this story and the innocence of children. "Merry Christmas to all and to all a good night!"





MARK YOUR CALENDARS AND LET'S CELEBRATE!

MEMBERS – FRIENDS – SPONSORS APPRECIATION LUNCHEON THURSDAY, JANUARY 9, 2025

MID-AMERICA SCIENCE PARK ROOM 126 821 SOUTH LAKE ROAD SCOTTSBURG 11:00 AM - 12:45 PM A TIME OF GATHERING, CELEBRATING AND CONVERSATION!

THERE IS NO CHARGE, BUT YOU <u>MUST</u> REGISTER YOUR ATTENDANCE BY EMAILING ANDREA AT <u>ABOGARDINSURANCE@YAHOO.COM</u> NO LATER THAN NOON ON MONDAY, JANUARY 6TH.

NABIP/South Central Indiana Chapter



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See you ín January 2025!