

REVIEW

Platinum Certified 2023 / Pacesetter Award 2022-23

February 2024 Issue 23 Volume 247

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

**NEXT MEETING:
THURSDAY, FEBRUARY 8TH @ 9:00 AM
MID-AMERICA SCIENCE PARK
821 S LAKE ROAD SOUTH SCOTTSBURG
NEW ROOM: #305**



**GUEST SPEAKER: ELLEN KELLY
FLOYD & CLARK SUICIDE
PREVENTION COALITION**

The Floyd-Suicide Prevention Coalition (FCSPC), initially formed in 2015, is an organization concerned about the rate of suicide in our region and the state of Indiana. FCSPC is a regional membership of concerned citizens, agencies, and organizations interested in suicide prevention, intervention, and postvention in Floyd and Clark counties of Indiana.

**OUR
PREZ
SAYS...**



Hello members!

I am looking forward to going to Capitol Conference this year as I attended a recent National call with 236 other NABIP members/ Board Members. They presented what you will be hearing a lot about with the development of the Healthcare Consumer Bill of Rights and the 10 Articles it contains. This will be presented in its entirety next month in Washington, D.C. Basically, we as Members of NABIP, are promoting the changes that need to be made to the Healthcare system to make it work better as a whole and we are part of the solution. Not the problem.

Surely I will have lots to talk about at our March CE day so plan on attending!

Lastly, we are still in need of help on our Board. The terms run July to June and even the least bit of involvement goes a long way. All our board meetings are online except our June planning meeting so it's easy peasy to participate.

Have a great start to February!

Charlie

Charlie Mayberry, NABIP/ South Central Indiana Chapter President

Leadership

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



*February 8 – Guest Speaker:
Ellen Kelley*

*March 14 – 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.

Humana.

Y0040_GHHKGJWENa22_HP_C

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



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

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



Health • Pharmacy • Dental • Vision • Disability • Life



FEBRUARY MEMBER ANNIVERSARIES

GREG ALLEN – 8 YRS.

CAROLYN DAILEY – 5 YRS.

DANA LOY – 7 YRS.

JOHN SADLER, JR. – 5 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

South Central *NEW* Member Profile ... Laura D'Antoni

Company Name: C Mayberry Benefits LLC

State of Birth: Georgia

Years in Insurance Business: New

Favorite Movie: Any of the "Harry Potter" movies

Favorite Food: Anything Italian

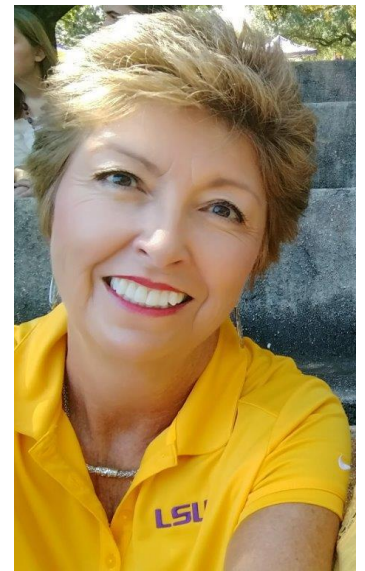
Hobbies: Golf, Hiking and Water Sports

Interesting fact the average person does not know about you: I began college in 1973, the year Title IX was enacted for women's sports. I was a member of the women's swim team at Louisiana State University (LSU) for 4 years. In 2023, the 50th anniversary of Title IX, the university awarded us our long overdue varsity letter and membership to the exclusive "L Club" at LSU.

Favorite Quote or Saying:

The Serenity Prayer

(This is on my mirror and I read it each day.)



WELCOME, Laura!
We are happy to have you as a member!

Laura with one of her golfing pals, Valerie Reeves, at the First Tee Louisville Charity Golf Tournament last summer

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



If you are unable to attend our February meeting in person, but would like to participate, we will be live-streaming it via “Teams.” You do not have to have the Teams app on your device. You can join by clicking on the link Charlie Mayberry (Cmayberry812@gmail.com) will send on Tuesday, February 6th.

Have Medicare questions?
I have answers.

Tom Leix

Licensed Sales Representative

7440 Woodland Dr. #100

Indianapolis, IN 46278

317-405-3919, TTY 711

UHC Medicare Solutions.com



Zeller

INSURANCE

812.372.8456 • Columbus, IN

*You got it?
We insure it!*



Medicare • Life • Health • Business • Home • Auto

Have you applied? www.NABIP.org



NABIP

Leading Producers
Round Table

SAVE THE DATE

Thursday, March 14th - 5 Hours of
Continuing Education including 3 hours of
required Ethics! Registration available soon!

NABIP | pac



Our NABIP/Pac contributors who attended our January Luncheon Celebration were presented with special pins, recognizing each as a participant. Picture l to r: Johnny Reliford, Kaitlynn Loy (standing in for Dana Loy), Greg Allen, Jessica Croquart, Andrea Bogard, Dave Dionne, Charlie Mayberry, Nancy Swank, Bill Robinson, Larry Mayfield, Ky Yarling (not pictured contributors: Larry Isom, Bridget Redmon, Tammy Giles)



Sample pin for a Bronze Level Contributor

**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



**NABIP/South Central Indiana Chapter's 24th Annual
Golf Outing:
Friday, May 24th at Timbergate Golf Course, Edinburgh!**



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

NABIP
Capitol Conference 2024

THE FUTURE STARTS NOW

Hyatt Regency Capitol Hill, Washington DC
February 25-28, 2024

The banner features a central image of the United States Capitol building in Washington, D.C., with a large American flag in the background. The text is set against a dark blue background with white stars at the top and bottom. A red ribbon graphic with the text "THE FUTURE STARTS NOW" is overlaid on the bottom half of the Capitol image.

We have 3 members representing our chapter at Capitol Conference later this month: Charlie Mayberry, Laura D'Antoni, and Libertie Villalpando!



February Charity of Choice



National Kidney Foundation of Indiana

The National Kidney Foundation of Indiana's mission is to prevent kidney and urinary tract disease, improve the health and well being of individuals and families affected by these diseases and increase the availability of all organs for transplantation.

If you would like to suggest our monthly "Charity of Choice," please contact Treasurer Andrea Bogard (ABogardInsurance@yahoo.com).

February Collection Items for the Scott County Clearinghouse

Shampoo & Soap



Paramount Dental is a
**Proud NABIP
Chapter Sponsor**

Insuring smiles for more
than 36 years!

 **PARAMOUNT DENTAL**
Affiliate of ProMedica

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

January Celebration Luncheon



**Thanks to All
who attended...
Old and New
Friends alike!**



Shaping the *future* of healthcare

Offers Online Course Certifications to Improve Your Practice . . .



This three-hour course provides benefits and insurance professionals the training to better advise employers to achieve a higher comprehension level of the **ICHRA** market.

ICHRA is an evolution of the standard HRA. What makes an **ICHRA** unique is that it can reimburse employees tax-free for individual health insurance premiums. This means employers may choose to forgo offering a traditional group health plan to employees. Instead, employees offered and accepting an **ICHRA** buy their own individual health insurance plan and receive tax-free premium reimbursement for some or all the cost. This plan type puts employers in the driver's seat. They design their plan, determine the participants, and establish the limits.

Have Questions?

Contact Student Services with questions or comments at 844-257-0990 or professionaldevelopment@nabip.org.

