

February 2025 Issue 24 Volume 259

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

FEBRUARY 13TH IS



S  UPER BOWL

DAY AT SOUTH CENTRAL!

9:00 AM AT MID-AMERICA SCIENCE PARK

821 S LAKE ROAD SOUTH ROOM 126 SCOTTSBURG



WE HAVE A *SUPER*

SPEAKER:

LORA MOUNT

SPECIALIZING IN

ELDER LAW

WE ARE COLLECTING CANS OF *SOUP* FOR THE SCOTT COUNTY CLEARINGHOUSE!



**OUR
PREZ
SAYS...**



Happy February, Y'all!

As always we have many things going on within the Chapter and Association. Our January Luncheon was great and well attended. We have added some new Partnerships in our Chapter this year so make sure you welcome them and thank them for their participation. Our next few meetings are going to be special with Lora Mount presenting this month and March you won't want to miss with 5 hours of CE! 3 of ETHICS!! And 2 of SSDI.

Nationally, CapCon is on the horizon and you can still go! We need you in DC for a great event that will change your life. Meet with our representatives, enjoy friendships across the country and hear great topics of interest in your business. Please let me know if you can go and we will help with the costs.

Lastly, it's not too early to talk about golf in May! We need players and sponsors so be on the lookout for more information on how to get involved.

Hope to see you soon!

Charlie

**Charlie Mayberry, NABIP/ South
Central Indiana Chapter President**

**CHAPTER LEADERSHIP
2024-2025**

President

Charlie Mayberry

President Elect

Johnny Reliford

Immediate Past President

Charlie Mayberry

Secretary

Jessica Croquart

Treasurer/Communications

Andrea Bogard

Legislative/ ISAHU-PAC

Larry Mayfield

Awards/Vanguard

Jessica Croquart

Membership

Libertie Villalpando

Media Relations

Laura D'Antoni

Professional Development

Libertie Villalpando

NABIP Pac

Ky Yarling

Retention

Greg Allen

Asst. Committee Mbrs.

Christy McGinley/Kaitlynn Loy



NABIP/South
Central Chapter
Website:
NABIPSCI.org



NABIP South
Central
Indiana Chapter



**February 13 - Lora Mount, Elder Law Attorney;
NABIP Website Overview**

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

March 13 - Spring CE Day 5 hrs. (including Ethics)

April 10 - Continuing Education

May 8 - Continuing Education

May 16 - Annual Golf Outing

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 Issuers 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.

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.

We're here to support you with:

- A diverse network that delivers high-quality solutions across medical, pharmacy, dental, vision, and behavioral health benefits.
- Member-focused data and analytics to provide a personalized experience.
- Innovative tools and resources to help maximize health benefits and simplify administration.
- Next-generation pharmacy plans that integrate seamlessly with medical platforms to enable whole-health connection.
- A focus on equitable care that addresses the social drivers that impact health, such as transportation and food security.
- A variety of coverage options, including life, disability, and worksite plans, which cover critical illness and accident insurance.

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

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.

SOUTH CENTRAL INDIANA FEBRUARY MEMBER ANNIVERSARIES

**GREG ALLEN — 9 YRS.
CAROLYN DAILEY — 6 YRS.
DANA LOY — 8 YRS.**



Midwest Insurance Marketers of America



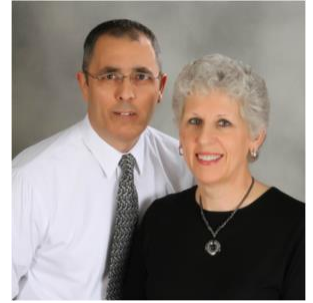
At *Midwest Insurance Marketers of America*, we strive to assist our Benefit Advisors in placing and maintaining their client customer base with the quality insurance carriers we represent. Since 1988, our agency has assisted Benefit Advisors in placing over 25,000 insurance policies throughout our Midwest 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.**

Phone: 317-328-0800



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

Nancy Swank – We thank you!



During our January Appreciation Luncheon we took time to thank Nancy for all she does for our chapter. A great deal is behind the scenes that not all of us know about – and all with no recognition expectations. Nancy gives from her heart! We presented cards and a monetary gift to celebrate her and all she means to us. She asked we share this:

“Thank you each and every one for your kind notes and thankful thoughts. I am flabbergasted that you all surprised me with your kind regards. I am grateful to be able to do all I do for this wonderful

group of hard working coworkers in this insurance arena. God bless each and every one of you, as He has blessed me with all of you.”

Have Medicare questions?
I have answers.

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



Attention South Central Members!

Earning the Registered Employee Benefits Consultant® (REBC®) designation elevates your credibility as a professional, and the field of employee benefits continues to evolve rapidly. Displaying a nationally recognized designation after your name represents the credentials required to uphold

continuing professional development. Simply earning CE credits to satisfy a state license is not the same as staying abreast with new government regulations, new or modified coverages, and new techniques for controlling benefit costs. Professionals need to understand the provisions, advantages, and limitations associated with each type of benefit program as a method for meeting economic security. Set yourself apart from the rest! As a added bonus, NABIP/South Central Indiana Chapter will reimburse 50% of your tuition!



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

NABIP

Leadership Academy

AN ADDED VALUE TO YOUR NABIP MEMBERSHIP . . .

NABIP's Leadership Academy assists chapter leaders and members to become better leaders in life and NABIP. This 12-module program provides a wide variety of topics touching on many areas to provide students with a well-rounded experience. Programming can be done through attending pre-recorded programming,

by attending monthly webinars or as a mix of the two formats. The *live* programming schedule will be published in September.

The Leadership Academy is open to all active NABIP members. There is no fee for participation. Academy graduates will receive an electronic button to identify and promote their accomplishment. Graduates, who complete the program by May 15 of this year, will be eligible for a discounted Annual Convention registration and will be recognized during NABIP's Annual Convention.

The Leadership Academy curriculum is comprised of 12 modules. The student gets to determine between live or pre-recorded modules .

The Academy year is July 1 through June 30. To ensure relevant content, modules may change from year to year. For this reason, students are highly encouraged to complete their studies in the 12-month cycle.

Zach Shannon
Regional Sales Mgr.
Direct: 812-241-9028



February
Charity
of
Choice



American
Cancer
Society®

Suggested by Lora Mount, February Guest Speaker

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





Coming in June . . .

Join us June 12th for our annual “NABIP” meeting! By this date our guest speaker, **SUSAN RIDER**, will be just a little over two weeks from being installed as our national **PRESIDENT!**

Susan Rider, MS, GBHR, REBC, ASF, CSFS, CDHC NABIP President-Elect

Zeller

INSURANCE

812.372.8456 • Columbus, IN

*You got it?
We insure it!*



Medicare • Life • Health • Business • Home • Auto

**MEDICARE
CANCER PLANS
LIFE INSURANCE
DENTAL & VISION
HEALTH INSURANCE
FINANCIAL PLANNING**

812 722 3699

 **HERITAGE**
Insurance & Investments
PLANNING, SERVICE & MANAGEMENT



MARK YOUR CALENDARS!

**Friday, May 16th is our
25th Annual Golf Outing
at Timbergate Golf Course
Edinburgh, Indiana**

Details to be released soon!



 **B. Redmon**
Insurance Partners

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

Our January Appreciation and Celebration Luncheon was a success! In addition to our members and partners, we had guests from other NABIP chapters join us. This is always a good time to relax after a hectic 4th Quarter and enjoy good food and fellowship.



A few of our attendees. You can't see him, but Libertie's future NABIP member Baby Arch is there beside her!



Bill Robinson talks "Habitat for Humanity" – our January Charity of Choice.