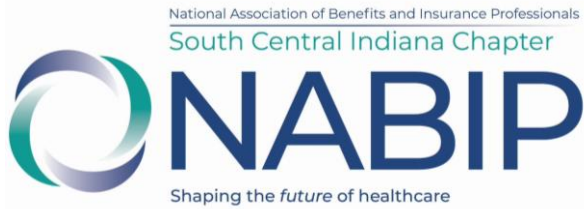


*Platinum Certified 2024 / Pacesetter Award Winner 2023-24*



---

**January 2025 Issue 24 Volume 258**

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

---



***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, GOOD FOOD  
AND GOOD CONVERSATION!**

**THERE IS NO CHARGE, BUT YOU MUST REGISTER YOUR  
ATTENDANCE BY EMAILING ANDREA AT  
[ABOGARDINSURANCE@YAHOO.COM](mailto:ABOGARDINSURANCE@YAHOO.COM) NO LATER THAN NOON  
ON MONDAY, JANUARY 6<sup>TH</sup>.**



**OUR  
PREZ  
SAYS...**



**HAPPY NEW YEAR!!!**

Another year has passed and it's always a big weight off my shoulders when AEP and OEP ends. I can finally breathe again. Lol  
I hope everyone had a safe and joyous Christmas and can attend our Celebration on the 9<sup>th</sup>! Good food and most of all great war stories of 2024. Should be fun!

Capitol Conference (CapCon) is coming up in February and so far, we don't have any members from our Chapter attending. It would be great if we had one or two able to attend and I guarantee you'll come back a changed person. This year will be extra interesting with so many new faces in our Senate and House that need to hear our opinions and the efforts we are making with their constituents. SO if you are thinking about going please let us know so we can help make it happen!

Happy trails.

*Charlie*

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

**CHAPTER LEADERSHIP  
2024-2025**

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

## 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](mailto:alicia.morgan@centene.com).**

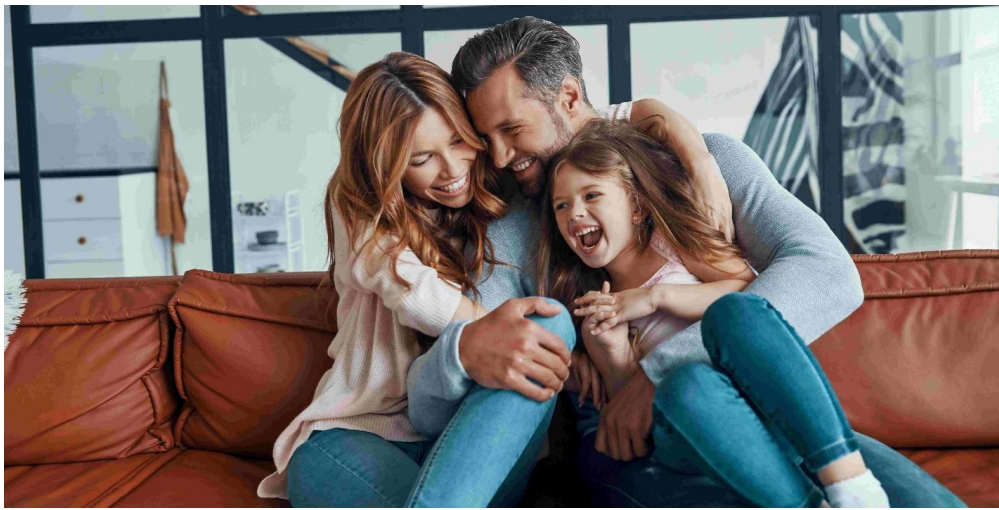


Scan the QR code to visit  
[AmbetterHealth.com](https://AmbetterHealth.com)



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](mailto:ABogardInsurance@yahoo.com). Copies of the By-Laws are available. Contact Jessica Croquart, Secretary, at [Jessica.Croquart@SIHO.org](mailto: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 JANUARY MEMBER ANNIVERSARIES

**LAURA D'ANTONI — 1 YR.**  
**MIKE JENKINS — 21 YRS.**  
**ARNIE SAUNDERS — 6 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**



## December Donation Report!



Thank you to each member who donated to our December charity drive and with the chapter match of \$300 added, a total of \$790.00 was raised toward this effort! Nancy Swank willingly gave of her time to take ten high school students (which was brave in itself!) shopping for toys and food items. She said that the students were great, and what an opportunity to set an example for young people to see the positiveness in giving to others!



young people to see the positiveness in giving to others!



Have Medicare questions?  
I have answers.

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



**Guest Speaker February 13<sup>th</sup>**

**Lora Mount**

**Attorney at Voelz, Reed, & Mount, LLC**

Lora graduated from Indiana University Southeast with a degree in elementary education in 2001 and was a public school teacher for six years prior to earning her Doctor of Jurisprudence from Indiana University School of Law- Indianapolis in 2010.



Lora is a member of the National Academy of Elder Law Attorneys and was the President of the Indiana Chapter of NAELA from 2020-2021. Lora is a member of the Indiana Bar Association and its Elder Law and Probate, Trust, and Real Property sections and the Bartholomew County Bar Association. Lora serves as an executive board member for Heritage Fund- The Community Foundation of Bartholomew County and as an member of the board of advisors for IUPUC.

Lora is a partner at Voelz, Reed, & Mount, LLC in Columbus, Indiana where she practices in the areas of estate planning, trust and estate settlement, and elder law.

**Zeller**  
INSURANCE  
812.372.8456 • Columbus, IN

*You got it?  
We insure it!*

Medicare • Life • Health • Business • Home • Auto

**NABIP South Central Indiana continues to offer financial support to those with special needs and interests.**

**The following organizations were supported in 2024**



- ♥ **American Cancer Society**
- ♥ **Atterbury Bakalar Air Museum**
- ♥ **Bartholomew County Honor Guard**
- ♥ **Ben's Ranch**
- ♥ **Cardinal Ritter Birthplace Foundation**
- ♥ **Children's Health Parent Komfort Kart (Riley Hospital)**
- ♥ **Community Provisions**
- ♥ **Homeless Coalition of Southern Indiana**
- ♥ **IU Southeast Emergency Fund**
- ♥ **Jefferson County House of Hope**
- ♥ **Love Chapel**
- ♥ **Morgan Co. Habitat for Humanity**
- ♥ **Mother's Cupboard**
- ♥ **Muscatatuck Christian Ranch**
- ♥ **National Kidney Foundation of Indiana**
- ♥ **Salvation Army - New Albany**
- ♥ **Samaritan's Purse**
- ♥ **Scott Co. Clearinghouse**
- ♥ **Special Olympics Indiana**
- ♥ **The Performing Arts Conservatory**
- ♥ **USO Indiana**



**Allow us to re-introduce ourselves...**

Almost four decades ago, we were founded as Health Resources, Inc., or HRI, and later made the transition to the *Paramount Dental* name.

Effective January 1, 2025, our business will be renamed HRI Dental & Vision. We're excited to pay homage to our humble beginnings and better capture our ever-evolving product lines. Over the coming months, you'll be introduced to our new brand as part of this name change.

HRI Dental & Vision, a ProMedica company, will continue to offer the same competitive dental and vision coverage. (If you didn't already know, we began offering vision coverage in 2024!) In addition to Medicare, Commercial and Marketplace plans, we are introducing fully insured individual plans to our offerings. Learn more about individual plans.

While you may have known us by different names over the years, one thing has always stayed the same – our dedication to improving the health and well-being of our members. We're proud of the excellent service and competitive products we have offered over the years and will continue to do so for years to come.

---

## January Collection Items:



---

The logo for B. Redmon Insurance Partners features a stylized red heart shape on the left, composed of three overlapping, curved segments. To the right of the heart, the name 'B. Redmon' is written in a large, elegant, red cursive font. Below the name, the words 'Insurance Partners' are written in a smaller, red, sans-serif font. At the bottom of the logo, the tagline 'Simplifying Health Insurance for Your Peace of Mind' is written in a red, italicized font, followed by 'Group Benefits • Individual Health • Medicare' and the phone number '502.741.2814' in a red, sans-serif font.

**B. Redmon**  
Insurance Partners  
*Simplifying Health Insurance for Your Peace of Mind*  
Group Benefits • Individual Health • Medicare  
502.741.2814



# January Charity of Choice



## *Honoring a Life of Service*

**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**



## President's Triple Crown Program



### Criteria:

To qualify for the Triple Crown, within the calendar year (01/01-12/31), 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  
One, two, three -- it's that simple!*



### Capitol Conference

**Join us for NABIP's 35th Capitol Conference, from February 23-26, where over 600 top insurance and benefits professionals will converge in Washington, D.C. for a dynamic exchange of ideas and strategies with healthcare policymakers, influential industry leaders, and elected representatives.**

Contact Charlie Mayberry for details including chapter financial support and scholarship opportunities. (Cmayberry812@gmail.com)