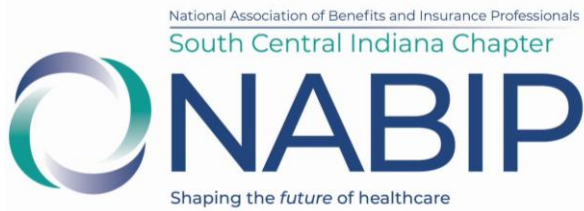


**NEW**

*Platinum Certified 2024 / Pacesetter Award 2022-23*



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**June 2024 Issue 23 Volume 251**

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

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**Next Meeting: 9:00 AM**



MID-AMERICA  
science park

**Thursday, June 13th**

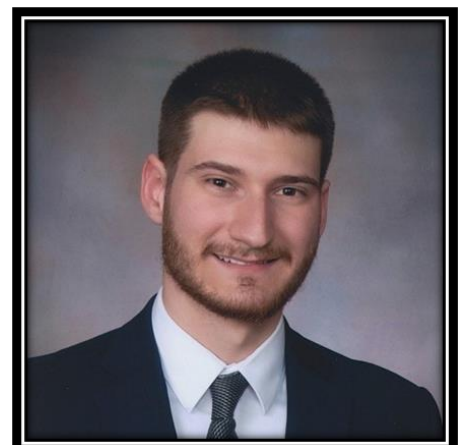
**821 S Lake Road South  
Scottsburg, Indiana**

***Room 126***

**9:00 AM to 9:30 AM:** Business Meeting with Chapter Updates & Legislative Reports; Slate of July 2024 thru June 2025 Officers and Board Members Installation, Voting for Member of the Year and more!

**9:30 AM:** NABIP Guest Speaker Max Karlin\*, State Affairs Director (covering all 50 states) via **TEAMS**.

\*Bio: Page 11



**OUR  
PREZ  
SAYS...**



Hello fellow members,  
It sure seems everyone I talk to is busy these days and no sign of slowing down.

Our future elections are ramping up and it is a great time for you make a contribution to one or both of our PACS! Reach out to Ky Yarling [ky.yarling@gmail.com](mailto:ky.yarling@gmail.com) for contributions for our National PAC And/or Larry Mayfield [larry@zellerinsurance.com](mailto:larry@zellerinsurance.com) for contributions for our State PAC.

June 13<sup>th</sup> is a special event as we are hosting Max Karlin with NABIP. Max Karlin is the director of state affairs at NABIP. In his current role, he monitors legislative and regulatory issues in thirty-eight states of which we are a part of. SO bring your questions and be on the lookout for the link you'll be getting a link soon for the meeting or better yet come join us in person.

Also, June brings up the National Convention in Chi-town, The Windy City, Home of the Blues Brothers (all-time fav of mine) We have three members going and welcome more. It's an awarding, engaging and eye-opening experience plus the Chapter will reimburse 50% of certain costs which makes it more affordable.

*Charlie*

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

# Leadership

*July 2023 thru June 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



*June 13<sup>th</sup> – Special NABIP Guest Speaker*

*July 11<sup>th</sup> – TBD*

*August 8<sup>th</sup> – Annual CE Day*

*September 12<sup>th</sup> – 9/11 Remembrance*

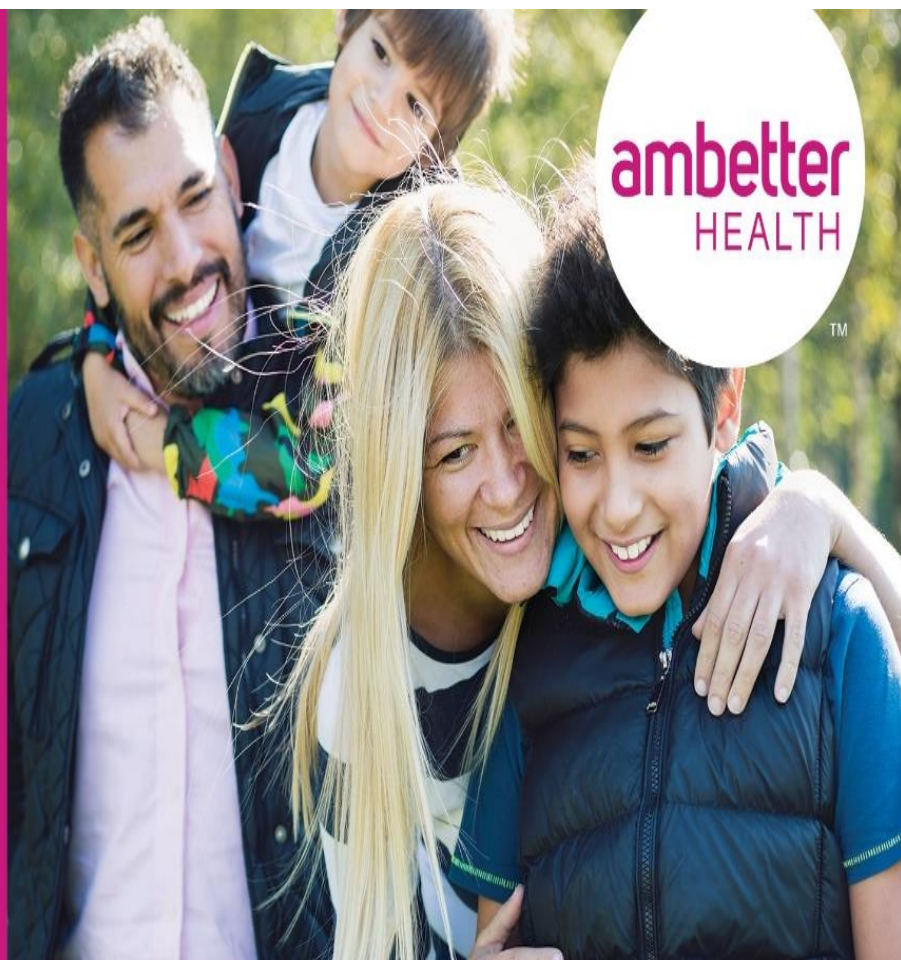
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Statistical claims and the #1 Marketplace Insurance statement are in reference to national on-exchange marketplace membership and based on national Ambetter data in conjunction with findings from Issuer Level Enrollment Data from CMS, State-Level Public 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 issuer 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.

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- 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.

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For more information, please contact your Anthem representative.

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## **SOUTH CENTRAL INDIANA JUNE MEMBER ANNIVERSARIES**

**JOE CAVALLO – 8 YRS.  
JENNIFER CHANDLER – 3 YRS.  
ALISON EHRLICH-TUCKER – 18 YRS.  
BRYAN HANNER – 20 YRS.  
ZACH WILDING – 11 YRS.  
TAMMY GILES - 20 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.

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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 June meeting in person, but would like to participate, we will be live-streaming it. 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](mailto:Cmayberry812@gmail.com)) will send Tuesday, June 11th.**

Have Medicare questions?  
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**Tom Leix**

Licensed Sales Representative

7440 Woodland Dr. #100

Indianapolis, IN 46278

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# South Central *NEW* Member Profile

## Jennifer Moore

**Company Name:** Aetna/CVS Health

**State of Birth:** Indiana

**Years in Insurance Business:** I have been fully licensed since 2008.

**Favorite Movie:** "It's a Wonderful Life" is a timeless classic that beautifully showcases the impact one person's life can have on an entire community, reminding me to inherent value in every individual's contribution. Its heartwarming story and relatable characters provide a sense of hope and inspiration, making it my favorite.

**Favorite Food:** I LOOVVVVEEEE Mexican Food!!

**Hobbies:** My hobbies are bowling, playing cards, and spending time with family. I believe these activities help assist bonding and create lasting memories through shared experiences and friendly competition.

**Interesting fact the average person does not know about you:** My "dream job" is to be a private investigator/detective, I even received a degree in Criminal Justice in 2016.

**Favorite Quote or Saying: Isaiah 40:31:** "But those who hope in the Lord will renew their strength. They will soar on wings like eagles; they will run and not grow weary, they will walk and not be faint." This verse helps me know that I am not in this alone.

**WELCOME, Jennifer!**

**We are happy to have you as a member!**



# NABIP/South Central Has



## JUNE Charity of Choice:



At the core, Special Olympics is a sports organization that uses the power of sport as a catalyst for social change, working to end discrimination and empower people with

intellectual disabilities to reach their fullest potential on and off the playing field. Help us achieve our vision of using sports to open hearts and minds and to create inclusive communities across the state and throughout the world!

## JUNE Collection Items:



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South Central Indiana Chapter  
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Shaping the future of healthcare



# NABIP | pac

The following members are our South Central Contributors:

Greg Allen, Andrea Bogard, Larry Mayfield, Dave Dionne, Bridget Redmon, Larry Isom, Tammy Giles, Jessica Croquart, Nancy Swank, Ky Yarling, Charlie Mayberry, Dave Shymkus, Dana Loy, Johnny Reliford, Beverly Miller, Laura D'Antoni, Scott Allman



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**We will be voting during the month of June for our 2023-24 Member of the Year. Be thinking of the person who has contributed in outstanding ways toward the success and advancement of our South Central chapter.**



**MEMBER of the YEAR**



## Guest Speaker This Month:

### Max Karlin (via Zoom) Director of State Affairs, NABIP Washington D.C.

**Max Karlin** is the director of state affairs at NABIP. In his current role, he monitors legislative and regulatory issues in all 50 states, where he works closely with NABIP's Northeast, Southeast and Southwest chapters and their lobbyists. Prior to joining NABIP, Max gained legislative experience as an intern for New York State Senator James Seward and got his start in government affairs at Stateside Associates, where he managed and tracked health insurance policy. He recently worked in regulatory affairs at UnitedHealthcare.



Max received his B.A. in political science at the State University of New York (SUNY) College at Oneonta.

In his free time, Max enjoys staying active at the gym, obsessing over sports, going to museums, and trying out new restaurants. He can be contacted at [mkarlin@nabip.org](mailto:mkarlin@nabip.org)

The following members were approved as our new board for July 1, 2024 thru June 30, 2025 and will be installed during our June meeting.

**President:** Charlie Mayberry

**Immediate Past President:** Charlie Mayberry

**President Elect:** Johnny Reliford

**Secretary:** Jessica Croquart

**Treasurer:** Andrea Bogard

**Legislative:** Larry Mayfield

**Communications:** Andrea Bogard

**NABIP/Pac:** Ky Yarling

**ISAHU-Pac:** Larry Mayfield

**Professional Development:** Libertie Villalpando

**Awards/Vanguard:** Jessica Croquart

**Membership:** Johnny Reliford

**Retention:** Greg Allen

**Media Relations:** Laura D'Antoni

**Social Media:** Jessica Croquart

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Humana Medicare  
Pacers and Racers  
Paramount Dental  
SIHO Insurance Services  
Townsend Insurance Services  
UHC Medicare  
Zeller Insurance  
Larry Mayfield**



# Thanks to our Workers!

Kaitlynn, Larry, Libertie, Greg, Nancy, Andrea, Penny





