

March 2024 Issue 23 Volume 248

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

8:30 – 8:50 Brief Business Meeting with Legislative Updates

8:50 - 9:00 Break

9:00 - 12:00 “The Importance of Ethics in Employee Benefits”

(3 hrs. credit, Course #42318 presented by **Susan Rider**, Human Capital Concepts, assisted by **Mike Miles**, Gregory & Appel)



**12:00 – 1:00 NABIP Website Navigation/
Lunch sponsored by**



1:00 – 3:00 “Auto-Enrollment”

(2 hrs. credit, Course # 40765 presented by **Zach Wilding**, OneAmerica)

3:00 – 3:05 Charity Drawing, and Dismissal



You must register no later than Monday, March 11th. Additional information/details located on page 12

South Central REVIEW March 2024

**OUR
PREZ
SAYS...**



Hello Fellow NABIP/SCI Members!

What a great time to be a NABIP member! After attending Capitol Conference in D.C., each time you come home with a renewed appreciation of being a member and what OUR association is doing to help us and our clients. The speakers were great. Meeting with our Senators and Congressional Representatives and Staffs were great. Just a shame we couldn't stay longer. And then there was meeting other agents from across our country as well as hanging out with those from Indiana. It was truly a refreshing and learning experience. And we had fun!

Our State dinner was attended by our new CEO Jessica Brooks-Woods and her husband Marlin which made the dinner very special. I look forward to her being a huge benefit to our local chapter as well as our Association. I will have more to say at our March CE day so plan on attending!

See you on the 14th!

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



- March 14 – 5 hours CE including 3 hrs. Ethics*
 - April 11th – TBD*
 - May 9th – TBD*
 - May 17th – Annual Golf Outing*
 - June 13th – Special NABIP Guest Speaker*
-



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.

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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

For more information, please contact your Anthem representative.



SOUTH CENTRAL INDIANA MARCH MEMBER ANNIVERSARIES

ANDREA BOGARD – 22 YRS.

JESSICA CROQUART - 8 YRS.

NATE HARMON – 12 YRS.

LINDA HECKMAN – 8 YRS.

LARRY ISOM – 7 YRS.

BEVERLY MILLER – 22 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

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 March 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, March 12th.

Please note that CE credits are given for “in person” attendance only, but feel free to join for the information and education itself.

Have Medicare questions?
I have answers.

Tom Leix

Licensed Sales Representative

7440 Woodland Dr. #100

Indianapolis, IN 46278

317-405-3919, TTY 711

UHCMedicareSolutions.com





WEDNESDAY
MAY 8

2024



MEDICARE SUMMIT

MINI

Reach the Top

WEDNESDAY MAY 8th 8:15 am - 2:30 pm

OneAmerica Tower 200 N Illinois St. Indianapolis, IN 46204

Registration details to follow.

Sponsored by NABIP/Indianapolis Indiana Chapter

Zeller

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The 24th Annual
NABIP/South Central Indiana Chapter's
GOLF OUTING

May 17, 2024 • Timbergate Golf Course

SCHEDULE FOR THE DAY:

- 8:15 a.m. Registration
- 9:00 a.m. Shotgun Start
- Lunch and Prizes to follow

COST TO PARTICIPATE: Player: \$ 75

**Sponsorship Opportunities Available - Contact
Bill Robinson (Roadguy1950@hotmail.com or 317-695-5683)
with questions.**

CHECKS PAYABLE TO "SCIAHU." Mail payments and registrations to:

Andrea Bogard
4598 Harrier Court
Jeffersonville, IN 47130-4486

**CREDIT CARD: Send form via email to
ABogardInsurance@Yahoo.com Note your level of sponsorship
and/or players and Andrea Bogard will send you a secure single use
link from our Square Account to make your payment.**



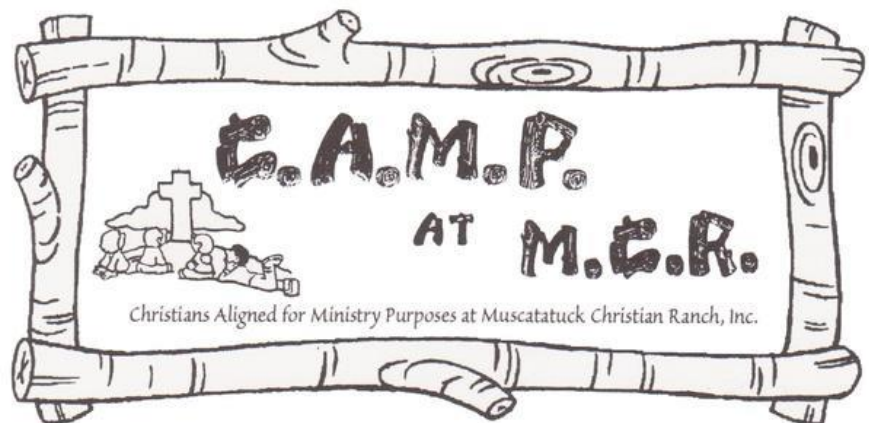
Paramount Dental is a
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National Association of Benefits and Insurance Professionals
South Central Indiana Chapter
NABIP
Shaping the future of healthcare

March Charity of Choice:
Muscatatuck Christian Ranch



March Collection for
the Scott County Clearing
House: Toilet Tissue





The Leading Producers Round Table (LPRT) formed in 1942 to recognize the successful underwriters of accident and health insurance. Today, the LPRT committee is committed to making LPRT the premier program for top health, disability, long-term care and worksite marketing insurance producers, carrier reps, carrier management, and general agency/agency managers. Deadline for applications is May 31, 2024.

Additional Continuing Education Opportunity:

Continuing Education Day Tuesday March 12th, 2024

I want to reach out to you as a past member, past guest, or associate, to invite you to our annual CE Day this year on March 12th. We have three great speakers on tap and 5 hours of CE.

We have Erin Bennett from Gordon Marketing, Susan Rider who serves on our National NABIP Board, and Zach Wilding with OneAmerica.

If you are a current member of any chapter of NABIP there is no cost; if you are not a member the cost is \$30. This includes lunch, drinks, morning snacks, CE and Sircon fees.

Anyone is welcome to attend, we just ask the registration form be filled out in advance for room set up and food decisions we need to make a week out. Please pass these on if you know someone looking for some CE.

Doug Skinner, NABIP of Greater Bloomington IN President

DSkinner@HoosierDental.com

Cell: 812-219-8432

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NABIP ANNUAL CONVENTION

June 22th thru June 25th

Hyatt Regency CHICAGO

More Information Coming Soon!

NABIP/SOUTH CENTRAL INDIANA CHAPTER'S
ANNUAL SPRING C.E. DAY



WIPE OUT THOSE CE
REQUIREMENTS!

THURSDAY, MARCH 14, 2024

Mid-America Science Park

821 S Lake Road South Scottsburg, Indiana

Registration Fees (5 credit hours of Indiana Approved Continuing Education)

NABIP members: Rolls of toilet tissue*

Non-NABIP members: \$15 + rolls of toilet tissue*

Lunch, Coffee, Soft Drinks, Snacks will be provided at no additional cost.

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Registration

Name _____

Company _____

Email _____

Address _____

IN License Number & NPN _____ & _____

Amount Owed Enclosed \$ _____

You must register no later than Monday, March 11th. You have the options of mailing this form along with your check (SCAHU c/o Andrea Bogard 4598 Harrier Court Jeffersonville, IN 47130) or emailing it and paying at the door (ABogardInsurance@aol.com). Checks should be made payable to SCAHU.

Please direct any related questions to Andrea Bogard (502-821-9135 or ABogardInsurance@yahoo.com)