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**March 2025 Issue 24 Volume 260**

**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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**March 13<sup>th</sup> – Spring CE Day**

**8:30 – 8:55 Brief Business Meeting with Legislative Updates**

**8:55 - 9:00 Break**

**9:00 - 12:00 “Ethics for Medicare and Marketplace Producers”**

(3 hrs. credit, Course #44727 presented by Sabine Barrett, Ritter Insurance Marketing)



**12:00 – 1:00 Lunch sponsored by**



**1:00 – 3:00 “Social Security Disability”**

(2 hrs. credit, Course # 44371 presented virtually by Robert Uribe, BMFCE)



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

**YOU MUST REGISTER BY NOON. MARCH 10<sup>TH</sup>**

**OUR  
PREZ  
SAYS...**



Good day NABIPians of Southern Indiana!

From what I'm hearing the February meeting was well attended and Lora Mount provided an abundance of information. If you ever need to speak to someone about Elder Law she is a great resource. Just ask those who attended.

CAPCON has come and gone and I'm told was also well attended. All legislators were present and the Indiana contingent met with all of them to promote our cause.

CE day is quickly approaching and if you need ethics here is your chance. It will be very informative so please plan on attending! 5 HOURS!!!

Also, our Golf Scramble will be here in May so clean up your clubs and come for a great day of competition! It's not that competitive but it is always a great time.

Hope you see you soon and one of our many events!

*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



**March 13 – Spring CE Day 5 hrs.**

**April 10 – Continuing Education**

**May 8 – Continuing Education**

**May 16 – Annual Golf Outing**

**June 12 – Susan Rider, NABIP Incoming President**

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)

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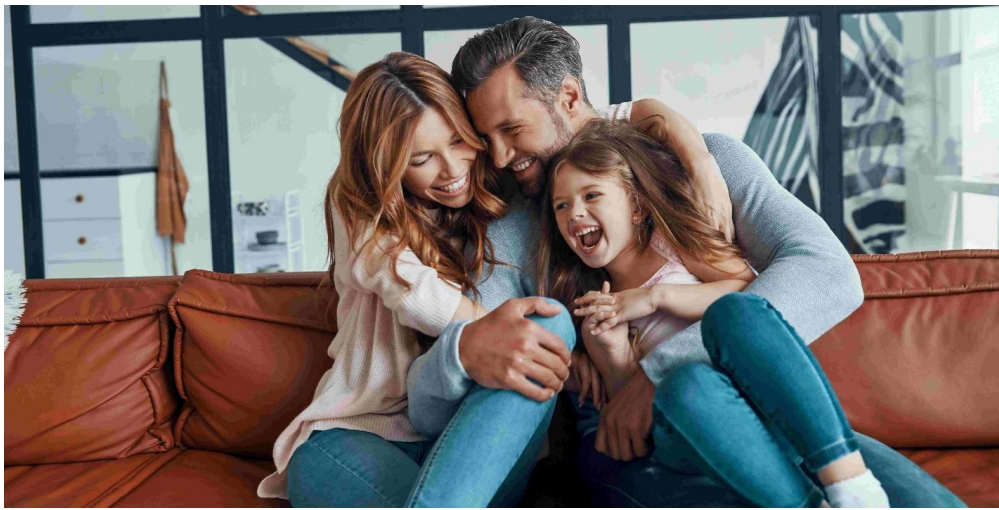


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Ambetter Health Insurance plans are underwritten by wholly owned subsidiaries of Centene, who is a Qualified Health Plan issuer in Indiana. Centene and its wholly owned subsidiaries comply with applicable Federal Civil Rights Laws and do not discriminate 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.



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## **SOUTH CENTRAL INDIANA MARCH MEMBER ANNIVERSARIES**

**ANDREA BOGARD – 23 YRS.**  
**JESSICA CROQUART – 9 YRS.**  
**NATE HARMON – 13 YRS.**  
**LARRY ISOM – 8 YRS.**  
**BEV MILLER – 23 YRS.**  
**MARK NANTZ – 14 YRS.**



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Ready to soar to new heights in your insurance career? Here's your exclusive invitation to join the crème de la crème of NABIP's elite producers – the Leading Producers Round Table (LPRT)! (Picture yourself among the industry's top achievers, gaining access to unparalleled benefits and networking opportunities that will supercharge your

professional journey.

Are you eligible to claim your spot among LPRT's esteemed members? Your 2023 production income or production points could unlock the gateway to this prestigious membership group.

As a member of LPRT, you'll bask in a plethora of perks tailored to your elite status. From priority placement in the coveted Find an Agent module (Soaring Eagle members only), where potential clients scout for agents like you, to exclusive discounts on registration fees for NABIP's national meetings and professional development programming – the benefits are endless.

But wait, there's more! LPRT members also enjoy quarterly masterclass webinars designed to sharpen your skills and provide insider insights, along with exclusive networking opportunities that will expand your reach and influence within the industry. It's time to seize the opportunity to propel your career to soaring heights! Join NABIP's elite producers' group now and embrace a future filled with success, recognition, and boundless opportunities. Don't miss out – claim your place among the industry's elite today!



### 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**



### IS IT YOUR TIME TO STEP UP?

**Our Leadership Team is currently seeking members to serve July 2025 thru June 2026. If you are interested in being a part of the team, contact Charlie Mayberry ([CMayberry812@gmail.com](mailto:CMayberry812@gmail.com)).**

## February Meeting Highlights!



**Armed with coffee, a few notes, and a wealth of knowledge Attorney Lora Mount never disappoints!**

**Guess we could have used a soup can brigade, but a cart seemed must more efficient for 212 cans!!**

A banner for Zeller Insurance. On the left, the logo features the word 'Zeller' in a large, bold, white font inside a black oval, with 'INSURANCE' in a smaller, bold, black font below it. Underneath the logo, the phone number '812.372.8456' and the location 'Columbus, IN' are listed. On the right side of the banner, the slogan 'You got it? We insure it!' is written in a stylized, cursive font. Below the slogan are icons for a house, a family, a car, and a building. At the bottom of the banner, the services offered are listed: 'Medicare • Life • Health • Business • Home • Auto'.



## 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**

**MARCH**  
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**of**  
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*Still Water*  
*Individual and Family Therapy Services, Inc.*

*Suggested by Sabine Barrett, March CE Presenter*

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**Our newest NABIP/Pac contributor, Libertie Villalpando, is presented a NABIP/Pac pin by Ky Yarling, NABIP/Pac Chairman.**

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**MARK YOUR CALENDARS!**

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



**Details available now!**



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**WEDNESDAY MAY 14**

**Contact Lori Rowan, [Lori@ZellerInsurance.com](mailto:Lori@ZellerInsurance.com), with questions!**

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## **Individual Coverage Health Reimbursement Arrangements (ICHRA)**

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**ICHRA IS AN EVOLUTION OF THE STANDARD HRA. WHAT MAKES 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 SOME OR ALL OF THEIR EMPLOYEES. INSTEAD, EMPLOYEES WHO ARE OFFERED AND ACCEPT AN ICHRA, BUY THEIR OWN INDIVIDUAL HEALTH INSURANCE PLAN AND RECEIVE TAX-FREE PREMIUM REIMBURSEMENT FOR SOME OR ALL OF THE COST. THIS PLAN -TYPE PUTS EMPLOYERS IN THE DRIVER'S SEAT. THEY DESIGN THEIR PLAN, DETERMINE THE PARTICIPANTS, AND ESTABLISH THE LIMITS.**





*LET'S GO! Join us in Miami, FL, June 28 – July 1, 2025, for **NABIP's Annual Convention** for a future forward event that will **CONNECT, INNOVATE** and **LEAD** you to your best professional self.*

*Are you ready for a conference that combines sunshine, networking, and impactful learning? Join us for an incredible experience where you'll boost your professional skills, build lasting connections, and enjoy a perfect balance of fun and development!*

*Here's what awaits you:*

- **Connect with Leaders and Innovators:** Engage with leadership from health insurance organizations along with innovative speakers from across industries. Gain fresh perspectives and valuable insights to elevate your expertise!*
- **The Perfect Blend of Learning and Leisure:** From educational sessions and networking to relaxing by the pool, you'll enjoy a mix that keeps you informed, inspired, and energized.*
- **Discover Cutting-Edge Solutions:** Our solutions-focused exhibit hall is the place to connect with industry experts and trailblazing innovators ready to help you take your work to the next level.*

*Get ready to experience professional growth, inspiration, and fun in one incredible event.*

An advertisement for Heritage Insurance &amp; Investments. The text on the left lists services: "MEDICARE", "CANCER PLANS", "LIFE INSURANCE", "DENTAL &amp; VISION", "HEALTH INSURANCE", and "FINANCIAL PLANNING". Below this is the phone number "812 722 3699". On the right is the Heritage logo (a palm tree) and the text "HERITAGE Insurance &amp; Investments PLANNING, SERVICE &amp; MANAGEMENT". At the bottom right are three headshots of staff members: a woman, a man, and another woman.