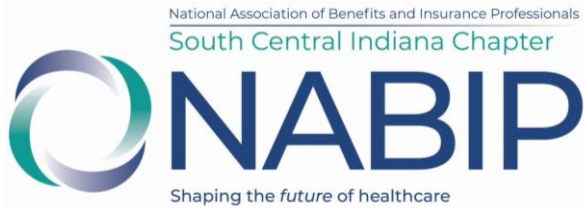


**NEW**

*Platinum Certified 2024 / Pacesetter Award 2022-23*



**May 2024 Issue 23 Volume 250**

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

**Next Meeting: 8:30 AM**



MID-AMERICA  
science park

**Thursday, April 9th**  
821 S Lake Road South  
Scottsburg, Indiana

**8:30 AM to 8:55 AM:** Business Meeting with Chapter Updates & Legislative Reports; Slate of July 2024 thru June 2025 Officers and Board Members to be presented for approval and vote.

**9:00 AM to 11:00 AM:** Continuing Education “The Uninsured” (Course # 21266 ) presented by Arnie Saunders, Strategic Sales and Account Advisor, Anthem Blue Cross and Blue Shield



**OUR  
PREZ  
SAYS...**



**Platinum again for 2023-24!**

This is an unbelievable achievement for our Chapter and is the 8<sup>th</sup> time for us. I don't think any other chapter in the association has achieved this feat as often as us. Thank you to all those who made it happen!!

Looking forward to seeing everyone this month for our 2 hours of CE on the 9<sup>th</sup> and then the Golf Scramble on the 17<sup>th</sup>! Both should be fun and informative.

Lastly, we have our 2024-2025 Board Positions filled and ready for your approval. And a BIG thank you to all who served this year!!

I'm sure we will have another great year at South Central!

See you soon

*Charlie*

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

South Central *REVIEW* May 2024

# 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



*May 8<sup>th</sup> – Medicare Summit Mini*

*May 9<sup>th</sup> – 2 Hrs. C.E.*

*May 17<sup>th</sup> – Annual Golf Outing*

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

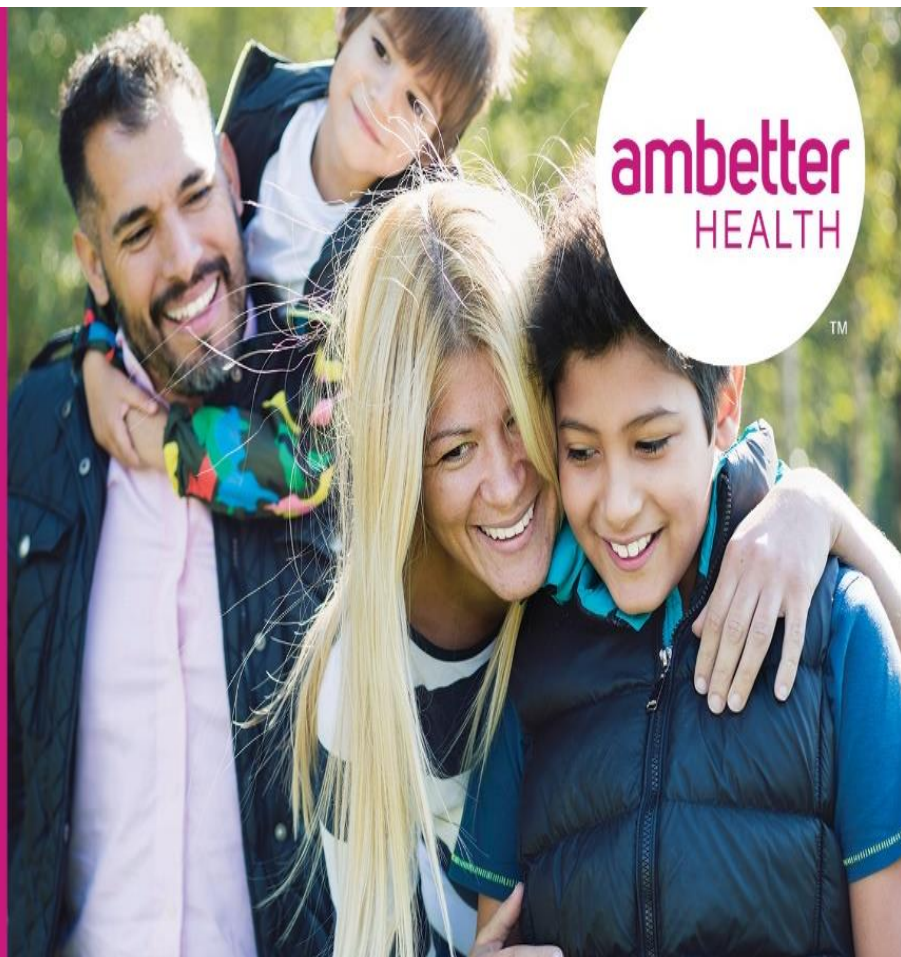
## America's #1 Marketplace Health Insurance

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://www.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**

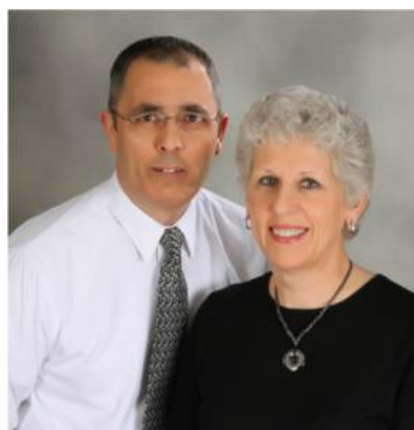
For more information, please contact your Anthem representative.

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  
MAY MEMBER ANNIVERSARIES**

**KAITLYNN LOY - 1 YR.**

**CHRISTINA MCGINLEY - 1 YR.**



**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 May 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](mailto:Cmayberry812@gmail.com)) will send Tuesday, May 7<sup>th</sup>. (CE Credit is in person only.)**

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](http://UHCMedicareSolutions.com)



WEDNESDAY  
MAY 8



2024

# MEDICARE SUMMIT

## MINI

*Reach the Top*

WEDNESDAY MAY 8<sup>th</sup> 8:15 am - 2:30 pm

OneAmerica Tower 200 N Illinois St. Indianapolis, IN 46204

Contact Lori Rowan at [Lori@ZellerInsurance.com](mailto:Lori@ZellerInsurance.com) with questions.

*Sponsored by NABIP/Indianapolis Indiana Chapter*



*It's not too late . . . Walk-ins allowed*



## LARRY MAYFIELD

Thank you for your 15 years  
at Zeller Insurance!

Larry has more than 43 years  
of experience in the industry!





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

Cell: 317-695-5683) with questions.



*B. Redman*

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National Association of Benefits and Insurance Professionals  
South Central Indiana Chapter  
 **NABIP**  
Shaping the future of healthcare

## MAY Charity of Choice:

  
*The Performing Arts Conservatory*

The Performing Arts Conservatory, Inc was organized in order to reach youth in our community. This after-school program targets youth in grades 6-12. The program provides an opportunity for students to grow in the performing arts (dance, drama, music). Staff and volunteers nurture the participants' endeavors providing instruction that addresses the whole child (mind, body, and emotions).

## MAY Collection Item:

**Peanut  
Butter**



## HOW TO GET MORE VALUE FROM YOUR NABIP MEMBERSHIP

*The activities below provide a blueprint for extracting the greatest value from your membership:*



- ♣ Visit NABIP's Micro Site - [www.welcometonabip.org](http://www.welcometonabip.org)
- ♣ Take advantage of NABIP's Mentorship Program
- ♣ Read America's Benefit Specialist Magazine each month and learn something new
- ♣ Listen to the NABIP Healthcare Happy Hour Podcasts on a weekly basis for up-to-date talking points
- ♣ Attend the NABIP Power Hour webinar monthly for in depth topic discussions and socialize with fellow members
- ♣ Attend Local Chapter meetings for opportunities to learn and network
- ♣ Volunteer to serve on a committee (Membership, Social, Programs/Expo, Legislative, etc.)
- ♣ Recruit one new member – best way to learn is to teach someone else about the NABIP value proposition
- ♣ Meet with a NABIP Board member and find out what motivates them to give their time and money
- ♣ Attend Day on the Hill and meet with your state legislators to discuss bills you support or oppose ♣ Attend NABIP Capitol Conference – annual legislative fly-in to Washington DC (IMPORTANT ONE)
- ♣ Attend NABIP Annual Convention to meet members from across the country and vote for NABIP incoming Secretary and other membership matters
- ♣ Contribute to NABIP-PAC – Political Action Committee contributions help us to have our voice heard on legislative issues at the national and state level. Contribute monthly to each!
- ♣ Participate in Operation Shout – click and sign letters to your elected officials regarding important grass roots efforts
- ♣ Earn your Registered Employee Benefits Consultant designation - acquired from The American College
- ♣ Complete all 12 modules of the Leadership Academy.
- ♣ Sign up to receive Broker 2 Broker emails on NABIP.org where you can post questions and respond to fellow members from around the country
- ♣ Share with your clients that you are a member of NABIP and working to protect their access to private health insurance and other benefits!

**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**



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[For more information visit NABIP.org](http://NABIP.org)

**NABIP ANNUAL  
CONVENTION**

**June 22th thru June 25<sup>th</sup>**

**Hyatt Regency CHICAGO**



**It's Close . . . Let's go!!**

# NABIP SOUTH CENTRAL IS ONCE AGAIN PLATINUM CERTIFIED!

OUR CERTIFICATION WAS SUBMITTED LATE MARCH AND WE RECENTLY RECEIVED WORD THAT NABIP SOUTH CENTRAL INDIANA CHAPTER QUALIFIED FOR “PLATINUM CERTIFICATION!” THERE ARE 14 SEPARATE CRITERIA THAT WE MUST SATISFY TO QUALIFY FOR TOP HONORS. AND WE DID! THIS INVOLVES ACTIVITY FOR 12 MONTHS IN ORDER TO ACHIEVE THIS STATUS. IT CAN’T BE DONE OVERNIGHT.

OUR FIRST CERTIFICATION SUBMISSION WAS IN 2015. HERE IS OUR HISTORY:

YEAR AWARDED	LEVEL OF CERTIFICATION
2015	GOLD
2016	PLATINUM
2017	PLATINUM
2018	PLATINUM
2019	PLATINUM
2020	PLATINUM
2021	PLATINUM
2022	GOLD
2023	PLATINUM
2024	PLATINUM

TO OUR KNOWLEDGE NO OTHER NABIP CHAPTER HAS QUALIFIED PLATINUM AS MANY TIMES AS WE AT SOUTH CENTRAL HAVE. CONGRATULATIONS TO ALL SOUTH CENTRAL MEMBERS AND THANKS TO ALL WHO WORKED TO MAKE THIS POSSIBLE!

# NABIP

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## 2024 Platinum Certified

## NABIP PAC ALLOWS US TO...

### Engage

NABIP PAC engages with lawmakers from both parties to make sure NABIP members' voices are heard.

### Educate

NABIP PAC educates legislators about how to provide Americans with superior health care.

### Support

NABIP PAC supports lawmakers who prioritize high-quality, low-cost health care.

## HOW NABIP PAC WORKS

Where does your contribution go?

### Identifying worthy recipients

The NABIP PAC Board selects candidates based on their positions on key healthcare issues.

### The ideal candidate

- ✓ Believes in a privately run healthcare system
- ✓ Understands the importance of health insurance agents and brokers
- ✓ Supports legislation that advances the interests of consumers, agents, and brokers.

### Why NABIP PAC matters

Your contribution to NABIP PAC allows us to communicate to policymakers how their decisions impact your industry and your clients.

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



**We have these proposed Board Positions beginning July 2024 thru June 2025, however, each one comes with “Action” or responsibility. The success of our chapter for many years is a direct result of committed leadership. If you would like to be a part of our decision making, we welcome you! You will find that most of these require a small time commitment, but a very rewarding one. Here are the positions.\***

**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

**\*To be clear, the names mentioned above have volunteered already, however, if anyone else is interested in a position, please let someone on the current board know. If you would want to shadow someone this year to take over next year, you are most definitely welcome to join.**



# NABIP

Shaping the *future* of healthcare

## Guest Speaker Next 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 thirty-eight 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)

**Installation of New Officers & Board Members June 13th**



## Leading Producers Round Table (LPRT)

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.

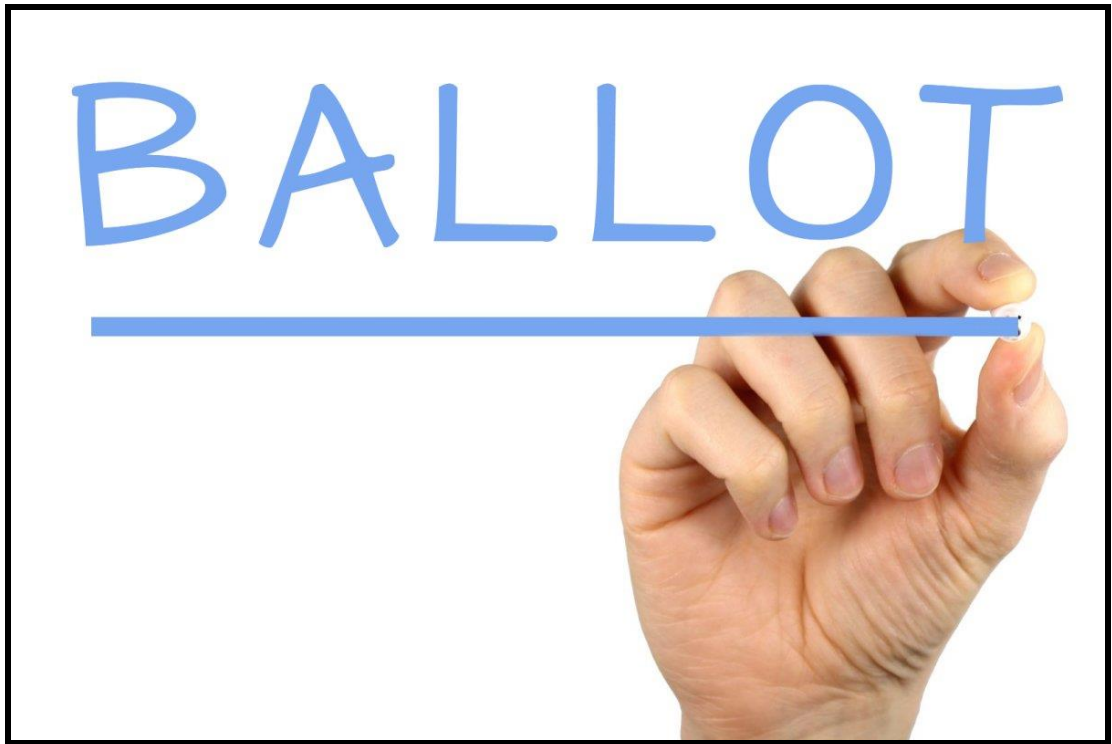
As a member of LPRT, you'll bask in a plethora of perks tailored to your elite status. From priority placement in the coveted Find an Agent module (Soaring Eagle members only), where potential clients scout for agents like you, to exclusive discounts on registration fees for NABIP's national meetings 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! **Deadline for applications is May 31<sup>st</sup>!**

South Central *REVIEW* May 2024





**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.**

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**If you would like to select our charity for any particular month, please contact Andrea Bogard via email at [ABogardInsuranc@yahoo.com](mailto:ABogardInsuranc@yahoo.com).**

**Charity of Choice**

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