



President's Message

PASSING THE TORCH

Change is an inherent part of progress, and in the realm of associations, leadership transitions play a vital role in shaping the future. As the mantle of responsibility shifts, the association's members eagerly anticipate the arrival of a new president who will navigate them through uncharted territories, champion their causes, and spearhead their collective aspirations. The transition of power symbolizes both the legacy of the outgoing president and the promise of a fresh start, as the torch is passed to the next leader.

Reflection

Every president leaves behind a distinct mark, (hopefully) contributing to the growth and evolution of the organization. As I reflect on the past two years, it is essential that I take a moment to reflect on the achievements, initiatives, and milestones accomplished. Without a supportive Board and involved membership, we would not have had the growth and success that we have had.

Continuity and Transition

A smooth transition of leadership ensures continuity and stability for the Association. This is why Taylor Kirkhart and I have met regularly throughout 2023, facilitating a seamless transfer of responsibilities. Moreover, I'm going to stay present as Past-President. It's tempting to want to disappear, to recover from two years being out in the front and involved in almost every aspect. But the truth is presidents need past presidents. There is so much knowledge to be shared, and it's easier to drink from a faucet than a firehose.

Looking Forward

During our upcoming June 21st meeting, Tonya Booth, Past Texas AHU President, will induct the new board and welcome our new President, Taylor Kirkhart. Taylor's ability to identify and prioritize challenges, encourage collaboration, listen to members' feedback, and overall calming approach will serve her and our association well. We are in good hands!

Strategic Planning

Our annual strategic planning meeting is scheduled for June 21 from 10-11. You can [dial in](#) or join us at VouV before the regularly scheduled luncheon.

Cheers!

Jen Stanley, President



Regulatory & Legislative Updates

LONE STAR STATE UPDATES

NABIP- TX UPDATES FROM THE CAPITOL

Texas lawmakers entered into 2023 predicting a historic legislative session, one in which they had a \$32.7 billion budget surplus to spend and a host of conservative priorities to rally around. On Monday, they indeed gaveled out of a historic session, but perhaps not for the reasons they expected.

Flailing legislative negotiations about property taxes and school choice were overshadowed by the Texas House overwhelmingly voting to impeach embattled Attorney General Ken Paxton.

And as both chambers gaveled out Monday, House Speaker Dade Phelan confirmed that at least one more round of lawmaking — in the form of a special session called by Gov. Greg Abbott — was essentially guaranteed.



Sure enough, Abbott made it official last night, calling an immediate special session to focus on property taxes and border issues. Abbott also said that multiple special sessions would be required, with a few items to be considered in each special session.

Instead of the normal day of ceremony to mark the end of a grueling 140 days of lawmaking, Monday was unusually eventful. Both chambers and the governor's office spent hours going back and forth to try and hash out a deal on property taxes.

Then, the House appointed 12 representatives to a board of managers to prosecute the case against Paxton. The dozen representatives walked across the Capitol to the Senate where they delivered articles of impeachment to the Senate. Before the Senate gaveled out, the chamber's secretary announced that seven appointed senators would return June 20th to discuss rules for impeachment proceedings and that the trial would begin before the end of August.

Even with the immediate special session, today marks the beginning of a 20-day "veto period" which is the time when Gov. Abbott decides whether to sign, veto or ignore the bills that passed during session. Once the veto period ends, we'll be able to write the final report on the 88th Texas Legislature.

We are currently accepting applications for the

KEN MARTIN ACADEMIC SCHOLARSHIP

The deadline to apply is June 30, 2022.

Please click [HERE](#) to download the guidelines and application

Check out the NABIP-TX Calendar Online!

New meetings are being added every day. See what's going on around the Lone Star State!

Click [HERE](#).

Regulatory & Legislative Updates

ACROSS THE NATION

Healthcare Happy Hour

Subscribe to the NABIP Healthcare Happy Hour podcast. January's episodes included:

Healthcare items in the year-end omnibus bill, Committee Assignments, M&A for Medicare Agents, CapCon tips and tricks.



[Sign Up](#) for Operation Shouts!

Through Operation Shout, you as a member have the opportunity to participate in this process. As legislative needs arise, you will be prompted by staff to participate in Operation Shout. Participating is quick and easy. When you click on “write” you will have the option of using the message we have already created, which takes less than a minute, or composing your own. Either method is effective and sends a strong message to your member of Congress about the important issues facing us today. You can also check back at any time to view and send archived messages. When engaging in NABIP grassroots operations, remember that we are most effective when we speak with one voice. https://nabip.quorum.us/action_center/

[Sign Up](#) for NABIP-TX E-News

The National Association of Benefits and Insurance Professionals Texas Chapter represents licensed health insurance agents and benefits professionals throughout the great State of Texas. NABIP-TX members manage the health insurance needs of large and small employers as well as people seeking individual health insurance and Medicare supplemental or advantage plans

Upcoming Events

MONTHLY MEETING LINE-UP

3rd Wednesday of Each Month: 11:30-1:15

Luncheon sponsored by



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Upcoming Events



United Pet Care
Webinar • June 15, 2023
The Purr-fect Benefit Employees Actually Want
Join us to learn about a better-than-insurance pet benefit with industry leading participation.

A Better Breed Of Benefits
70% of households have pets today and the number is on the rise. Pet benefits are no longer optional, they are necessary for employee happiness.

But not all pet benefits are created equal. Join us to learn more about how pet insurance fails pet parents, and what to offer instead.

Scan to Register
June 15, 2023
9am PT

June 15, 2023, United Pet Care (UPC) Webinar for Brokers

UPC is hosting this 45-minute educational session for brokers where the CEO will be presenting on how they differ from pet insurance and more!

[Please Register Here!](#)

June 21, 2023 Individual Coverage HRA (ICHRA) with Ron Cornwell

A new way to do group health insurance. Learners will have an understanding of where ICHRA's came from as well as how they work for employers, employees, and brokers.



Members, you don't get July off! Lunch and Happy Hour – July 19

July 19 Learn the Solutions to Selling the Problems

The price is the same whether you can come for lunch or attend all day. Doors open at 8:30, and the Medicare Education will start promptly at 9:30, ending with happy hour at 4 pm.

Come early and stay all day to visit with our great sponsors and have the best Medicare Summit learning experience in DFW. We designed this summit for everyone. Yes, we are not giving group health insurance agents July off. You need to be there for lunch. Our lunch service will start at 11:40.

Our great Lunch speaker, Craig Horton, will discuss how Medicare agents and group agents can work together to help the Senior population understand their options for health insurance.

Our keynote speaker will speak after lunch to discuss his book, *Sell the Problem, Not the Solution*. (The first 100 registered will receive this book free for registration) We named the summit after this book because we want to learn from our Medicare Rockstar Greg Gurbikian how to be the solution while emphasizing the problem that our senior population has.

[Register HERE!](#)

We are calling all Sponsors. If your company specializes in products for our ever-expanding baby boomer senior market or the agents selling them, we need you at this event.

Thank You to Our Sponsors



Upcoming Events

Keynote Speaker Greg Gurbikian, *Sell the Problem, Not the Solution & The Only Medicare Book You Need.*

Greg Gurbikian is the co-founder and CEO of Healthcare Solutions Direct, a top-rated Medicare Insurance Agency primarily servicing the senior market. He has brought 20+ years of sales experience to help create a team of sales professionals dedicated to making the client experience as Simple As 1-2-3.



His passion lies in developing sales professionals to think of the sales process as a relationship and not just a transaction. He believes everyone is born a salesperson, but most have been taught the wrong way to close. He is the author of “The Only Medicare Book You Need”, and the best-selling sales book “Sell The Problem Not The Solution.” He also has a line of training materials for all sales professionals to be more successful in their sales process.

Whether you are a seasoned sales professional, sales manager, or business owner there is something you can learn by following Greg. If you are just getting started in sales, now is the perfect time to connect and follow Greg on social media. When not working at the office Greg likes to read, travel, and spend time with his wife and two kids.

Lunch Speaker Carig Horton with SSDC Services, *Maximizing Medicare in Small Employer and TPA Populations*

Identifying disabled members and spouses of self-insured populations, obtaining Medicare for them and systematically educating the aging-in population generates savings for plans and brings great benefits for the members. SSDC will share its over 30 years of experience in working with private, governmental, and labor trusts. We will share allowable education approaches, population survey techniques, and data analysis methods that can help brokers and other representatives bring value to their customers.



August 16, 2023, What Got Us Here Won't Get us There with Erin Issac

Join us in August with Erin Issac presenting What Got Us Here Won't Get Us There (The changing landscape of Employee Benefits)

Dallas Board Meetings – Noon on the 2nd Wednesday of Each Month

Open to all members. See the log-in information from our [Calendar](#).

Upcoming Events



Gordon Awards
MASQUERADE BALL
MONDAY, JUNE 26, 2023
7 - 11 PM
PRE-REGISTRATION IS REQUIRED
ATTIRE: FORMAL

**This is your chance to show off your mask!
DON'T HAVE ONE? Shop in NOLA and pick one up!**

Join us for the annual Gordon Memorial Awards Ceremony and Dinner followed by a masquerade ball featuring the live music of the
NABIP All Star Band

New Members & Membership Benefits

WELCOME NEW MEMBERS!

Roz Kersh	BenefitMall
Sukie Sapien	
Latoya Savala	
Denaze Springer	RLS Insurance Services
Calvin Sulak	INS Marketing System

As a new member, you get your next lunch on the house. Email dahu.org@gmail.com to confirm your registration.

NABIP-TX Condolence Notice

Amber Nicole Rosales



Amber Nicole Barrera Rosales, daughter of NABIP-TX Member Roland Barrera, passed away May 9, 2023, at the age of 33.

Amber was born August 3, 1989, to Roland Barrera and Kimberly Adams. Growing up in Corpus Christi with her siblings Richard, Zachary, Pearl, and Paige, Amber was a very loving and curious child. As she grew to a teenager, she loved photography and became part of the High School yearbook staff. She played the guitar, and her family would often ask her to put together picture videos set to music.

At a young age, Amber knew she wanted to work in the film industry. She completed her Bachelor's degree in film from Full Sail University in Orlando, Florida in just three years. Amber loved her career and her colleagues. Although she most recently worked in payroll, she spent several years working behind the camera. She worked in everything from big budget movies to commercials with many celebrities and sports figures. Her first big break was working on "Law and Order, Special Victims Unit". One highlight of her career was working on "Paul McCartney Live from Grand Central Station" where she can be seen in the YouTube video during his performance of "Blackbird". She was a proud and devoted member of ICG: International Cinematographers Guild (IATSE Local 600), and was a dedicated worker, no matter how small the job or project.

In order to honor Amber's life, a visitation will be held from 4-8 PM with Rosary beginning at 6:30 PM on Sunday, May 21, 2023, at Maxwell P. Dunne Funeral Service - YORKTOWN BLVD. Her Mass of Christian Burial will begin at 11 AM on Monday, May 22, 2023, at Most Precious Blood Catholic Church.

Click [HERE](#) for full obituary.

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