



NABIP-Dallas Member Spotlight: Stephen Snyder

- Stephen has been a member of NABIP approximately 10 years
- He has participated in the association as a dues paying member for about 8 years, but the last 2+ years he has served on the board for the Dallas Chapter as the Vanguard Chair
- Stephen currently works as an Advisor with TexCap Insurance, an independently owned Dallas based insurance agency. TexCap works with small to midsize businesses to assist them with their employee benefits & technology needs
- Married 7 years, Stephen has an 18 (almost 19) month old daughter and a yellow lab. Moved to Texas in November 2020.
- Grew up in a military family and has lived in 9 states & 2 countries. Played D1 baseball at Mercer University in Macon.
- Stephen has been in the insurance industry 15 years having sold in the worksite benefits & enrollment firm areas prior to becoming an advisor



NABIP-Dallas September Meeting

September 20, 2023, Vouv Event Center in Dallas

Attendees joined us for an informative lunch session with Cesar Santiago, Senior Benefits Advisor for the Employee Benefits Security Administration (EBSA) at the U.S. Department of Labor, on What to Expect from a Health Plan Investigation.

It can be a challenging time when your employer-sponsored health plan is undergoing an investigation, especially for small and medium sized employers with limited time, resources and/or access to professional assistance.

What attendees learned:

- The intricacies of what ensues during an EBSA investigation or audit, particularly for employer-sponsored health plans.
- A comprehensive overview of the fiduciary responsibility provisions under the Employee Retirement Income Security Act (ERISA) and how they apply to employer-sponsored health plans.
- Key insights into avoiding common pitfalls and challenges in managing a health plan.

Thank you to our September Sponsor: [SOTA Benefits](#)



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Welcome New Members!

Trevin Robbins,
Zizzl Health

Barbara Vines,
The Insurance Exchange

John Fasola,
UnitedHealthcare

NABIP-Texas Legislative Update

Change... it's the only constant in politics. Every election cycle, dozens of elected officials decide to leave office: either they retire or run for another office. It's always challenging for groups like NABIP-Texas who are trying to affect policies enacted by lawmakers, especially when we spend plenty of time and energy educating these elected officials – only for them to move on.



And while it's a challenge, every retirement or run for higher office is an excellent opportunity to form a new relationship with the candidate(s) who would replace them. It's like "getting in on the ground floor" with future lawmakers.

The formula is simple: 1) develop relationship; 2) help them get elected; 3) become a trusted source of information and advice; 4) help shape policy so that lawmakers in Austin value and respect our profession and our opinions; 5) rinse & repeat.

NABIP-Texas has a Key Contacts program that seeks to pair lawmakers (or candidates) with our trade association members so we can be trusted advisors to our local elected officials. In the coming weeks and months, we'll have more information to share about Key Contacts, including detailed instructions and steps on how to develop deeper and meaningful relationships with elected officials and their valuable staff members. Stay tuned. In the meantime, here's a list of lawmakers who have announced they are either retiring or running for another office: - Sen. John Whitmire (D, SD 15 in Houston, 64.9% DEM District) is the longest serving state Senator, first elected to his seat 40 years ago. Whitmire is running for Mayor of Houston. - Sen. Roland Gutierrez (D, SD 19 in San Antonio) is running for the Democratic nomination for the U.S. Senate against Democratic Cong. Colin Allred, with the winner to take on incumbent U.S. Senator Ted Cruz in 2024's general election. But Gutierrez does not have to give up his state Senate seat to run, because SD 19 not up until 2026 (state Senate seats are staggered).

- Rep. Julie Johnson (D, HD 115 in Carrollton, 56.95% DEM District) served on the House Insurance session in 2023 and 2019. She is now running for Congress in Congressional District 32, which is the seat being vacated by Cong. Colin Allred.

- Rep. Abel Herrero (D, HD 34 in Corpus Christi, 57.42% DEM District) announced his retirement in July, and NABIP-TX member and current City Councilman Roland Barrera (D-Corpus Christi) has thrown his hat in the ring. We wish Roland the very best in his campaign for State Representative!

- Rep. Tracy King (D, HD 80 in Batesville/Uvalde, 54.61% DEM District) is not running for re-election after more than 20 years in the legislature. Uvalde Mayor Don McLaughlin (R-Uvalde) has announced he'll run, as well as Pleasanton Mayor Clint Powell and Cecilia Castellano, President of AZTECA Designs & Construction.

- Rep. Four Price (R, HD 87 in Amarillo/ Panhandle, 76.81% GOP District) has announced his retirement.

- Rep. Lina Ortega (D, HD 77 in El Paso, 79.07% DEM District) announced her retirement. Several people have expressed an interest including former El Paso Councilman Vince Perez, former Rep. Norma Chavez, and former legislative staffer Elisa Tamayo.

- Rep. John Raney (R, HD 14 in College Station, 56.49% GOP District) said he'll not run for re-election after 12 years in office.

- And finally, Rep. Matt Schafer (R, HD 6 in Tyler, 68.79% GOP District) has announced he will not seek re-election in 2024. Schaefer said he would consider running for the Texas Senate if Sen. Bryan Hughes (R-Mineola) were to run for higher office. We'll be keeping a running list of legislative vacancies, and as candidates emerge for House and Senate districts, we'll be reaching out and meeting many of these aspiring lawmakers. You never know... they could be NABIP-Texas' next legislative champion!

NABIP Washington Update



Fast Facts

- CMS issued the [first set of draft guidance](#) on the Inflation Reduction Act's Medicare Prescription Payment Plan Program, which is designed to allow Medicare beneficiaries to pay for Part D prescription drugs over time instead of at the pharmacy counter.
- Another lawsuit filed by the Texas Medical Association (TMA) has vacated and remanded sections of the No Surprises Act – the law that protects patients from balance billing, otherwise known as surprise billing. [Yesterday's decision](#) by the U.S. District Court for the Eastern District of Texas is the latest in a series of decisions that have created significant barriers to implementation of the balance-billing law.
- Cigna announced this week that the carrier will be eliminating prior authorization requirements from 600 diagnostic codes – approximately 25 percent of all codes that require prior authorization. The

company's decision comes at a time when the necessity of prior authorization is being debated by state legislatures and federal regulators.

- [H.R. 5138](#), the Improving Access to Medicare Coverage Act, was recently introduced. The bill would allow observation stays to be counted toward the three-day mandatory inpatient stay for Medicare coverage of a skilled nursing facility. Please [contact your federal legislators and urge them to co-sponsor bipartisan legislation](#) that would address this important issue. Your clients can also send a direct message – [tell them to take action here!](#)
- The annual Congressional summer recess is almost over, with the House scheduled to take a recess through September 12 and the Senate currently planning for a recess through September 4. This is a prime time to meet with your federal legislators and help guide the next wave of healthcare-reform legislation (specifically legislation to ease the employer reporting process). [Access our August Recess 2023 talking points here!](#)
- NABIP has released a [model form](#) to assist individual-market agents and brokers in complying with the new statute on beneficiary consent. (This file is accessible only to NABIP members who are logged in to their accounts.)

NABIP's *Washington Update* is authored by Dan Parker, director of policy and engagement.

NABIP Member Resources

- ❖ [NABIP](#) Membership gets you access to local chapter membership through [NABIP-Dallas](#) and access to the state chapter membership through [NABIP-Texas](#).
- ❖ NABIP-Dallas meets every 3rd Wednesday of the month (with the exception of December) at Vou Event Center (4445 Sigma Road, Dallas, TX 75244).
- ❖ New NABIP-Dallas members can register for their first lunch meeting at no cost. Email dahu.org@gmail.com to confirm your registration.
- ❖ The NABIP-Dallas chapter makes efforts to offer continuing education (CE) credit as often as possible. The [Lone Star \(Virtual\) Chapter](#) frequently offers online CE webinars at no cost for NABIP-Texas



THE PRESIDENT'S 2023



NABIP

Triple Crown Program

NABIP created the President's Triple Crown Program to recognize those members whose individual contributions to NABIP help advance the association's mission. Like baseball's Triple Crown, it recognizes accomplishment in three key areas. However, while baseball's Triple Crown hasn't been won since 1967, the Triple Crown can be won every year by hundreds of our members.

Criteria

To qualify for the Triple Crown, within the calendar year, a member must:

- NABIP PAC: Participate in the \$12 x 12 draft program or contribute \$150 a year
- Membership: Recruit at least two new members
- Advocacy: Use Operation Shout to send at least three messages

One, two, three - it's that simple!

While members have the entire year to complete the requirements, winners will be announced quarterly. Once a member achieves Triple Crown, their name will appear only once on the specific quarterly qualifiers report in the quarter in which the recognition was obtained. Once earned, the member has qualified for that calendar year.

Recognition

Members who meet these criteria will be recognized in a variety of ways, including a unique "President's Triple Crown" lapel pin and recognition in ABS magazine, and on NABIP's website.

The Triple Crown Club

Recognizes members who have achieved the Triple Crown recognition for 3 consecutive years or more. Qualifiers will be determined and recognized at Annual Convention.

Criteria

Emerald Level - Received the Triple Crown award for 3 consecutive years
Ruby Level - Received the Triple Crown award for 5 consecutive years
Diamond Level - Received the Triple Crown award for 10+ consecutive years
Platinum Level - Received the Triple Crown award for 15 consecutive years

Members who qualify for Presidents Club will be recognized with special ribbons at Annual Convention, recognition in ABS magazine, and on the website

CLAIM YOUR CROWN!

Address your questions to: membership@nabip.org



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Sponsorship Opportunities: [SPONSORSHIP | NABIP-Dallas \(dahu.org\)](https://www.dahu.org)

Operation Shout!

Now is the time to get on the calendars of your representative and senators to talk with them about our [legislative priorities](#). The annual Congressional summer recess is here, with the House on recess from July 31 through September 12 and the Senate currently planning for a recess from July 31 through September 5. This is a prime time to meet with your federal legislators and help guide the next wave of healthcare-reform legislation. NABIP encourages you to work with your local chapter on scheduling meetings with lawmakers during this time.

NABIP's talking points for this summer are focused on the issue of employer reporting and in support of the Employer Reporting Improvement Act ([H.R. 3801](#)) which was recently passed by the House of Representatives. If passed by the Senate and signed into law by the president, this legislation would make the health insurance market more efficient and responsive to American employers and individual consumers. We have worked with legislators to develop a common-sense solution to ease what has become an enormously expensive compliance burden. You can access our talking points directly by clicking [here](#) or by going to [NABIP.org](https://www.nabip.org) and clicking on "Advocacy" then "Legislative Issues."

Please submit any follow-up info from your summer in-district meetings in the column on the right. Be sure to include the name of the member of Congress, date and time of the meeting. If you have any questions on the summer recess, please [send us a message](#).