

NABIP-Dallas Upcoming Event



Join us for the NABIP-Dallas August Event!

Wednesday, September 18
Zoom Webinar | 12:00 – 1:00

Marketing Yourself: Letting people know who you are and what you do while remaining compliant

Tips and tricks to help agents of all experience levels come up with ways to promote themselves

Presenter: Michelle McLaren
Broker Development Manager, The Brokerage Inc.

Michelle McLaren has been in health insurance since 2011 – just after the passing of the Affordable Care Act. She realized how complicated individual health insurance was when her family had to find some in 2008/2009. This motivated her to use her passion for education to help others understand this topic. We spend more for health insurance than pretty much anything else, pray not to have to use and don't know how it works. This has got to change. Michelle spent 5 years in an agency and 6 more as her own agency helping hundreds of people translate insurance into English. She worked for Friday Health Plans in 2022 and then started training other agents and agencies in 2023 at The Brokerage Inc. Michelle has been married 35 years (all to the same person) and has a 28-year-old son of whom she is quite proud.

NABIP-Dallas 2024-2025 Board of Directors

President: Jennifer Stanley
President-Elect: Carmen Freeman
Treasurer: Karen Burkholder
Legislative Chair: Meghann High
NABIP PAC Chair: Forrest Huggins
Trustee: Charles Rosen

Past President: Taylor Kirkhart
Secretary: Cindy Goodman
Professional Development: Michelle McLaren
Communications: Halee Johnson
Public Service: Erin Issac
Executive Assistant: Patricia Pattison

Interested in giving back to the association and joining our team?
Please contact us at dahu.org@gmail.com

Highlights from the NABIP-Dallas Rock Star Sales Summit



NABIP-Dallas hosted our annual Rockstar Sales Summit at Vouv Event Center in Dallas on August 21st. Our stellar lineup of speakers included industry experts Jennifer Stanley, Cliff Stubbs, Mike Smith, and Rebecca Davis plus an interactive lunch panel session, which offered a total of 4 hours of continuing education credit for attendees. A huge thank you to our attendees, sponsors, and to the head of the Rockstar Sales Summit planning committee, Karen Burkholder.

Become a Monthly NABIP-TX PAC Contributor!



DONATE TO TAHUPAC

TAHUPAC formed to support candidates and members of the Texas Legislature who have philosophies that reflect common sense and an overall understanding of the dynamics of health insurance along with recognizing how NABIP-TX is working to bring more Texans more affordable health insurance plans.

Donate now using the QR code below!



The Texas Association of Health Underwriters recognized more than a decade ago the need to become more involved in “politics” and formed NABIP TX PAC to support candidates and members of the Texas Legislature who have philosophies that reflect common sense and an overall understanding of the dynamics of health insurance along with recognizing how NABIP TX PAC is working to bring more Texans more affordable health insurance plans.

Monthly contributions make a huge impact! Please consider becoming a PAC contributor.

Shirley Hutzler Legislative Excellence Award



NABIP-Texas is currently accepting nominations for the **Shirley Hutzler Legislative Excellence Award**.

The basis of NABIP-TX's legislative groundwork was created by Shirley Hutzler in her years of dedicated service to our industry and our association. She became involved in legislative affairs in 1991 while serving as NABIP-TX 1st Vice President. Her legislative involvement has included acting as volunteer liaison to the Texas Legislature and the TDI, serving on panels, testifying before committees and making presentations to NABIP-TX chapters across the state.

Submit completed applications to NABIP-TX admin@nabip-tx.org. The deadline for nominations is **December 15, 2024**.

Click [HERE](#) to download the application.

NABIP-Texas Day at the Capitol

**NABIP-TX DAY AT THE
CAPITOL**
THURSDAY, JANUARY 23, 2025 • 7 AM - 1 PM
TEXAS STATE CAPITOL BUILDING
1100 CONGRESS AVENUE, AUSTIN, TX
LOBBYING AT THE CAPITOL 1 - 5 PM

EARLY REGISTRATION PRICING THROUGH JANUARY 7
\$95/MEMBERS; \$120 NON-MEMBERS
AFTER JANUARY 7
\$115/MEMBERS; \$140 NON-MEMBERS
**NEW! FIRST TIME MEMBER ATTENDEES PAY
JUST \$70 THROUGH JANUARY 7 ONLY.**
CONTACT US TO BOOK YOUR FIRST TIMER'S TICKET AT
admin@nabip-tx.org OR **713-645-1490**.

[Register Here](#)



Fast Facts

- Centene to End Part D Broker Payments
- 7 Payers Exiting Medicare Advantage Markets in 2025
- Why This Year's Medicare Annual Notice of Change Will Be Vital Reading for Beneficiaries featuring NABIP Member Danielle Roberts

Centene to End Part D Broker Payments

Centene has announced that starting January 1, 2025, it will no longer pay commissions to insurance brokers for enrolling or renewing members in its Medicare Part D plans due to changes from the Inflation Reduction Act... [Read More](#)

7 Payers Exiting Medicare Advantage Markets in 2025

Seven insurers are planning to exit various Medicare Advantage markets in 2025, signaling potential disruptions for beneficiaries... [Read More](#)

Why This Year's Medicare Annual Notice of Change Will Be Vital Reading for Beneficiaries featuring NABIP Member Danielle Roberts

Medicare beneficiaries will receive Annual Notice of Change letters in September, which outline any changes to their 2025 coverage and costs... [Read More](#)

NABIP Leadership Forum



This month's webinar forum will focus on templates and practices you have in place to ensure things get done: submitting your chapter's leadership roster to national, strategic planning, communicating regularly and effectively with your members, engaging members, and more!

Please join us by clicking this link:


<https://us02web.zoom.us/j/81634309845?pwd=Xhrw1nWN26IsYfm7tj4aCH243z5GDq.1>





Latest Updates and Opportunities


Schedule Your August Legislator Meetings! Each August, federal legislators are back home in their districts, welcoming visits from their constituents. This period is an important time to make your voice heard and elevate the mission and legislative priorities of NABIP members. [This resource](#) provides you with information on how to look up your federal legislators and schedule your meetings with legislators or their staff and provides you with talking points for these meetings. After your sessions, please complete the [survey](#) to log your appointments so NABIP can track trends across the country. NABIP will be publishing a webinar on this topic next week. Stay tuned!

Tune In & Learn: Webinars & Podcast


 **How to Build a Health Plan with Purpose:** Following his impactful keynote presentation at the NABIP Annual Convention, we are excited to partner with Lester Morales, CEO of Next Impact, on an informative webinar designed to provide you with a purposeful approach to building health plans that allows everyone to WIN! During this session you will discover a 3-step sales process, learn effective talk tracks and gain access to essential sales tools. [Register](#) for this webinar on **Tuesday, August 13, at 3 p.m. ET.**


 **Medicare & Prescription Drug Creditable Coverage:** This webinar will focus on how to determine whether the upcoming year's group plans are creditable, the reporting employers and other plan-providing entities are responsible for providing to CMS and plan beneficiaries, and how Medicare agents can engage their clients on this topic. This webinar will be hosted by representatives from MZQ Consulting and NABIP's Medicare Working Group. [Register](#) for this webinar on **Thursday, August 15, at 1 p.m. ET.**


 **Medicare Moments:** For those looking to deepen their knowledge in phone and call recording, NABIP has a webinar for you! Join NABIP for the next Medicare Moments Webinar to discuss phone and call recording. [Register](#) for this webinar on **Wednesday, August 21, at 3 p.m. ET.**

 **Managing Risk to Avoid a Big Mistake in your Agency Business:** John Jasinski, a 25-year veteran in risk management, will cover key areas such as risk assessment, risk control, and risk financing (including E&O insurance). This session will offer valuable insights on how insurance agencies can proactively manage risks and implement protective measures to ensure business longevity. [Register](#) for this webinar on **Tuesday, August 27, at 1 p.m. ET.**

NABIP Updates

 The Art of Effective Communication: Keys to delivering (& automating!) meaningful touchpoints during enrollment season & beyond: In this session, hear from Kelsey Rosauer and Allison Babberl, both from AgencyBloc’s marketing team, on how to effectively communicate with clients and prospects this enrollment season and beyond. [Register](#) for this webinar on **Wednesday, August 28, at 1 p.m. ET.**

 2025 Inflation Reduction Act: Upcoming Changes and How They Affect You and Your Clients: Join our informative webinar on the upcoming changes to Medicare Part D and the new requirements under the Inflation Reduction Act. This session will cover crucial updates, including the introduction of a payment plan for high-cost medications, and how these changes will impact employers, Medicare-eligible employees, retirees, dependents, and those on COBRA. [Register](#) for this webinar on **Thursday, August 29, at 3 p.m. ET.**

 Prepare for your August recess meetings with our latest podcast episode! Join David Saltzman as he hosts NABIP’s Vice President of Congressional Affairs, Michael Andel, and Andrew McKechnie from Tiber Creek Group. They offer invaluable insights on how to set up meetings with federal legislators and make the most of these opportunities. [Listen here](#) to the Healthcare Happy Hour Podcast.

NABIP-Dallas Member Resources



- ❖ NABIP-Dallas meets the 3rd Wednesday of the month (with the exception of December) at Vouv Event Center (4445 Sigma Road, Dallas, TX 75244).
- ❖ The NABIP-Dallas Board of Directors meet the 1st Friday of the month via Zoom from 10:00 – 11:00. Board meetings are open for all members to attend. Check our [calendar](#) for details.
- ❖ Mark your calendars for December 3rd. NABIP-Dallas will host a Christmas party and awards show! More information to come.
- ❖ New NABIP-Dallas members can register for their first lunch meeting at no cost. Email dahu.org@gmail.com to confirm your registration.
- ❖ NABIP-Dallas has many great sponsorships opportunities available, including Annual and Monthly Sponsorships, Luncheon and Newsletter Sponsorships, as well as Gold and Bronze Sponsorship. More information is available on our [website](#).