



## NABIP-Dallas Upcoming Event

**Thursday, January 16, 2025**  
**1:00 PM- 2:00 PM via ZOOM for FREE**

### **The Insurance Agent Sales Playbook**

### **The 3-Step Process to go from Unknown to Unstoppable**

**Speaker: Andy Neary**



In this webinar, you will learn: 3 challenges you face growing your business post-COVID.

- How to identify your ideal prospects in 5 steps.
- How to build a marketing message to attract your ideal prospects.
- How to create the expert credibility you need to win your dream prospects.

PROGRAM BIO Today, the insurance industry is filled with "noise" making it very difficult for advisers to stand up and stand out. Broker presentations and strategies all sound the same. Everyone is regurgitating the same statistics and anecdotes in an attempt to win business. Your clients and prospects deserve better.

In his Keynote talk, The Insurance Agent Sales Playbook, Andy Neary explores the keys to standing out in a crowded market. As an undersized Pitcher, Neary had to "play bigger" every time he took the mound. Your business is no different.

Sales is a game of who knows you, likes you, and trusts you. Andy will show your audience how to craft a message and marketing strategy that will have you playing bigger than your competition.

Knowledge isn't enough. You must be able to communicate your knowledge effectively.

Fun, bold, yet highly insightful, The Insurance Agent Sales Playbook will help you make the necessary mindset shifts to win in today's market!

## NABIP-Dallas 2024/2025 Board of Directors

**President:** Jennifer Stanley, JD

**President Elect/Awards:** Carmen Freeman

**Secretary:** Cindy Goodman

**Membership/Treasurer:** Karen Burkholder

**Media/Communications:** Halee Johnson, MPH

**Membership:** Karen Burkholder

**Professional Development:** Michelle McLaren

**Executive Assistant:** Patricia Pattison

**Legislative Chair:** Meghann High

**Trustee:** Charles Rosen

Interested in giving back to the association and joining our team? We have multiple open board positions and volunteer opportunities, such as: Vice President (requires two years of service on a NABIP Board or similar association (such as NAIFA), Membership Co-Chair, Retention Chair, Sponsorship Chair, Legislative Co-Chair, as well as opportunities to assist us with special projects, events, and charity initiatives. Board meetings are held on the 2<sup>nd</sup> Friday of every month.

For more information, please contact us at [info@nabip-dallas.org](mailto:info@nabip-dallas.org)

# JOIN NABIP-Dallas

**When you join NABIP-Dallas, you also gain membership to NABIP-TX and NABIP. Enjoy the privileges of a membership in the #1 association that represents health and disability agents throughout the nation.**

As a member you will have access to a multitude of continuing education opportunities, advanced designation programs, business development tools, and networking opportunities. You will also have the opportunity to take part in advocacy efforts at the state and federal levels of government to advance the interests of health insurance professionals and to promote affordable and responsible private health insurance market solutions.



## INDIVIDUAL

**Become a proud member of  
NABIP-Dallas**

**Cost of Membership:  
\$42.42/Month or \$509/Yearly**

Your membership dollars are divided between the National, State, and Local chapters of the National Association of Benefits and Insurance Professionals.



## AGENCY

**We wanted to make sure you  
knew about an exciting new  
opportunity that may benefit  
your agency — and save you  
money.**

**See if your agency qualifies.**

# Upcoming Events

Check back regularly for new and upcoming events hosted by NABIP-Dallas!

If you would like to get involved as a **VOLUNTEER** or **SPONSOR** for any of the events, please complete and submit the appropriate form.

Calendar View 

**NABIP-Dallas (DAHU) Monthly Luncheons and special events will be held at Vouv Dallas!**

**Vouv Event Space, 4445 Sigma Road,  
Dallas, TX 75244**

<https://vouvdallas.com>



**January 16, 2025, | ZOOM WEBINAR FREE  
1:00 PM- 2:00PM CST**

**Speaker: Andy Neary of Major League Mindset**

**February 19, 2025| EDUCATION REVOLUTION  
DAY!**

**10:00 AM- 4:00 PM**

Earn up to 5 CE Credits and hear from great speakers.

- Jason Dixon of Trinity Captive speaking on Segregated Group Medical Stop Loss
- Commissioner Mulready of OK giving NAIC updates and discussing Insure OK as a framework
- Ethics the NABIP Way 3 hours has been approved and course # is 141624. Presented by Neil McNeil.
- Jennifer Stanley of StanleyKup.
- Special Lunchtime demonstration by our lunch sponsor, Healthee





## ***Brokers Making a Difference*** **Social Media Campaign** **WEEK ONE (Jan. 13-17)**

### **Overview:**

The *Brokers Making a Difference* campaign highlights the invaluable role of NABIP agents and brokers in protecting healthcare consumers, advocating for ethical practices, and ensuring access to quality healthcare coverage. By sharing impactful stories, this six-week social media initiative aims to amplify broker voices, combat misconceptions, and reinforce NABIP's mission to uphold the highest standards of professionalism and consumer advocacy. NABIP members are encouraged to participate by sharing posts, tagging NABIP, and using campaign hashtags to showcase the dedication and impact of brokers in helping individuals, families, seniors, and small businesses navigate the complexities of the healthcare system.

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### **Week 1: Setting the Record Straight (Jan. 13, 15 and 17)** **(Mon., 1/13)**



[www.nabip.org](http://www.nabip.org)

[Learn more >](#)



### **NABIP Brokers: Making a Difference Every Day**

Welcome to our *Brokers Making a Difference* campaign! Over the next six weeks, we'll spotlight the incredible work NABIP brokers do to protect healthcare consumers, advocate for ethical practices, and ensure access to high-quality healthcare.

NABIP brokers are your trusted allies, helping individuals, families, seniors, and small businesses navigate the complexities of healthcare coverage. Together, we can amplify their voices and showcase their value.

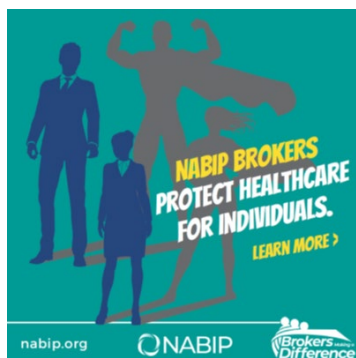
Follow along, share these posts, and tag us to help spread the word about why brokers truly make a difference. Let's continue to build trust and celebrate the dedication of these healthcare heroes!

**#BrokersMakingADifference #HealthcareHeroes #NABIPAdvocates**



## ***Brokers Making a Difference*** **Social Media Campaign** **WEEK ONE (Jan. 13-17)**

**Week 1: Setting the Record Straight (Jan. 13, 15 and 17)**  
**(Mon., 1/15)**



### **NABIP Brokers: Protecting Consumers, Advocating for Change**

Despite recent media coverage, ethical brokers are the first line of defense for health insurance consumers. NABIP members have led the charge for stricter oversight and consumer protection, bringing unethical practices to light. Don't let a few bad actors overshadow the good! Find a trusted broker near you at [NABIP's agent-finder tool](#).

#BrokersMakingADifference #ConsumerProtection

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**Week 1: Setting the Record Straight (Jan. 13, 15 and 17)**  
**Fri., 1/17)**



### **NABIP Brokers: The Guardians of Healthcare Access**

Health insurance can be complicated, but NABIP brokers are here to guide you with integrity and professionalism. NABIP members help millions of Americans access the healthcare they need—always with their best interest in mind. Use NABIP's agent-finder tool to connect with a broker in your area at [NABIP's agent-finder tool](#).

#HealthcareHeroes #BrokersYouCanTrust #NABIPAdvocates



# Texas had the largest population growth in the US again in 2024, census bureau finds

By [Sam González Kelly](#), Houston Chronicle Reporter      Dec 19, 2024

Texas led the nation in population growth again in 2024, according to new data released Thursday by the U.S. Census Bureau, marking at least the 14th year in a row that Texas has added more residents than any other state in the country.

Texas added over 560,000 residents in 2024, according to the bureau's latest population estimates. That's nearly 100,000 more than second-place Florida, and more than twice as many new residents as California, which was third in population growth.

The Lone Star State is now home to over 31 million residents, a nearly 2% increase from 2023 and over 7% jump since 2020. Only Idaho and Florida have grown at higher rates since 2020, census data shows.

Texas State Demographer Lloyd Potter said that Texas' relative affordability, coupled with its growing economy and the job opportunities that come with it, have made the state a destination for over a decade.

"Relative to other states, Texas is still affordable," Potter said. "We don't have income tax, so those factors — the jobs that we have, the affordability and the overall quality of life in Texas — make it an attractive place for people to move to."

## Migration fueling growth in U.S.

Texas' continued surge comes amid a year of remarkable population growth across the entire country, which the Census Bureau said was driven by an increase in international migration. The 1% growth nationwide marks the fastest annual population growth since 2001.

The Census Bureau also, for the first time, [included refugees in its count of immigrants in the U.S.](#), though only at a national level. Immigrants accounted for about 84% of the 3.3 million new people in the U.S. in 2024, the bureau said. It was not immediately clear how many of those 2.8 million people were considered refugees, but part of the spike comes from improved methodology within the bureau to track net migration, the agency said.

In Texas, more than half the state's new residents between 2023 and 2024 were international migrants, Census Bureau data shows, the third-most in the nation after Florida and California.

Nearly a third of Texas' growth came from natural change, or the difference between births and deaths, and the remainder came from people moving to Texas from within the United States.

The 2024 population estimates released Thursday include only national and state totals, and reflected the estimated population as of July 1 of this year. The 2024 population estimates for counties, cities and metropolitan areas, along with some of their demographic breakdowns, will be released intermittently throughout the first half of 2025.



## 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!



### **About NABIP TX PAC**

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.

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### **Contribute to NABIP TX PAC**

Please consider giving your support to NABIP TX PAC so it can continue to support Texas health insurance consumers. Just complete the below information to become a NABIP TX PAC contributor. You can choose to make a one-time or monthly contribution on the next page.

Prefer paper? [Download NABIP TX PAC Contribution Form](#)

**CONTRIBUTE**



**Mark Your Calendar!**  
**NABIP-TX Day at the Capitol**  
**Thursday, January 23, 2025**

**Texas State Capitol Building**  
1100 Congress Ave  
Austin, TX

**Sponsorships Available**

*Don't miss this opportunity to get in front of the best and brightest in the industry!*

Click [HERE](#) for Sponsorship Opportunities

Email [admin@nabip-tx.org](mailto:admin@nabip-tx.org) or call 713-645-1490  
for more information.

TENTATIVE AGENDA <i>(subject to change)</i>	
WEDNESDAY, JANUARY 22 Scholz Garten 1607 San Jacinto Blvd, Austin, TX 78701	THURSDAY, JANUARY 23 Texas State Capitol 1100 Congress Avenue, Austin, TX
4:30 - 6:30 pm NABIP-TXPAC Happy Hour Hosted by NABIP-TX Austin Chapter <b>Member: \$35</b> <b>Non-Member: \$50</b>	7 - 8:30 am Registration and Breakfast 7:30 - 8:15 am Agency Roundtable Discussion: By Invitation Only 8:30 am - 1 pm Speakers, Lunch and Networking Time 1 - 5 pm Lobbying with Legislators at the Capitol





### Fast Facts:

- Operation Shout! Support S.4137 - Improving Access to Medicare Coverage Act of 2024!
- NABIP Signs Letter to the FTC Requesting Delayed Implementation of Noncompete Rule
- Wyden and Sanders Demand Answers from Multiplan on Sky-High Medical Bills
- Biden Administration to Keep Trump-era ICHRA Rules in Place
- State Spotlight: Michigan Enacts Legislation on Mental Health
- PAC Spotlight
- Next Compliance Corner Webinar: ERISA Fiduciary Responsibilities
- New Episode of NABIP's Healthcare Happy Hour Available Now - sponsored by AgencyBloc

### NABIP New Member Orientation

**New Member Orientation**

**Fourth Thursday Each Month**  
**9am (PST) 11am (CST) 12pm (EST)**

***Are You a New Member? Come Check it Out!***

Please join the **Triple Titans**, National Membership Chair, Leslie Shelton, Vice-Chair Charlene Hogeland, and Membership Manager, Val Cramer in our monthly New Member Orientations.

Our mission is to welcome and introduce new Members to the overall NABIP experience by setting them on the path to NABIP success. We strive to provide the latest and greatest insight on Membership by helping Members learn how to:

- *Navigate the NABIP Website*
- *Enhance Your Professional Development*
- *Find an Agent or Chapter*
- *Use Your Voice for Legislative Concerns*
- *Find a Mentor*
- *Earn Accreditations*
- *Meet Like-Minded Members*
- *Make Great Connections in Our Industry*
- *Join a Committee*
- *...and MORE!*

Click [HERE](#) for Zoom Meetings!  
**Meeting ID: 82634203381 | Passcode: Membership**



**Welcome to the NABIP Resource Hub!** Check out our library of free downloadable content including white papers, guides, eBooks, case studies, reports, industry analysis and much more, provided by experts and vendors within the health insurance and employee benefits industry.

### **Featured Resource from the Resource Hub**

#### **How Section 105 Medical Reimbursement Plans Save on Taxes**

If you are looking to learn more about an alternative way of funding medical costs, Section 105 plans, whether Health Reimbursement Arrangements or Medical Expense Reimbursement Plans, could be the right option for you or your client.

### **NABIP-Dallas Member Resources**

- ❖ NABIP-Dallas meets every 3<sup>rd</sup> Wednesday of the month (with the exception of December) at Vouv 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](mailto:dahu.org@gmail.com) to confirm your registration.
- ❖ [Lone Star \(Virtual\) Chapter](#) frequently offers online CE webinars at no cost for NABIP-Texas members.

### **Thank you to our Sponsors!**



**Special thanks to our sponsor!**



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