

May 2025

National Association of Benefits and Insurance Professionals

Dallas Chapter



NABIP

NEWSLETTER

KEEPING YOU CONNECTED & CURRENT



*Come join us for lunch at  
Blue Mesa!*

8200 Dallas Pkwy, Plano, TX 75024

JUNE 11 AT 11:30

Strategic Planning immediately  
following.

RSVP TODAY

0 0 0 0



Register today: <https://lnkd.in/gph724ku>

# 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 now at different locations. Please carefully check the details.**

**June 11, 2025| NABIP Dallas Board Induction & Luncheon**

**Special Guest Speaker Rusty Rice**

**New Location:** 5830 Granite Parkway Plano, TX 75024



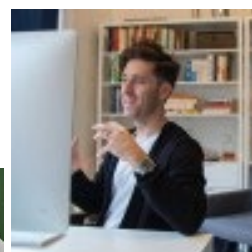
**July 16, 2025| Guest-Seat to C-suite: Using Podcasts to Open High-Value Doors**

**Special Guest Speaker: Jared Leshin**

**New Location:** Webinar (Details to follow)

**& Pickleball Outing**

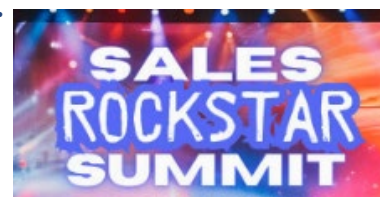
**Details to follow**



**August 20, 2025| NABIP- Dallas all day Rockstar**

**Sales Summit**

**Details to follow**



**September TBD, 2025| NABIP- Reimagining Employee Benefits with Greg Allen with AG**

**Insurance**

**Details to follow**



## Upcoming Events Continued:

### Event Description

NABIP-Dallas members thrive on relationships, expertise, and trust—but traditional networking stops when the lunch ends. In this high-impact session, marketing and podcasting guru Jared Leshin reveals how benefits and insurance professionals can leverage a “Guest-Seat” strategy to secure face-time with C-suite decision-makers, transform those conversations into premium content, and keep the door open for future business.

### What You'll Walk Away With

- Access Framework – A simple method for identifying prospects, partners, and thought-leaders whose presence on your show fast-tracks new revenue and referrals—and why more people say “yes” when it’s a podcast instead of a sales call.
- Irresistible Outreach Guide – The messaging format that converts busy executives from cold contacts into enthusiastic guests (and warm pipeline entries).
- Conversation-to-Content Workflow – How one 30-minute interview feeds four weeks of social, email, and website material—done in hours, not days.

You'll leave with a plug-and-play outreach template and a content-repurposing checklist—plus a firsthand look at Hyperspark, the done-for-you podcast engine that lets lean teams execute this entire strategy while you stay focused on clients.

Come for the professional development, leave ready to transform every networking coffee into a scalable marketing asset—and see why your next prospecting meeting should start with the words, “I host a podcast... would you like to be my guest?”

Join us to learn how the right microphone can unlock boardroom doors, elevate your authority, and convert conversations into lasting client relationships.



Webinar

## Guest-Seat to C-Suite: Using Podcasts to Open High-Value Doors

Learn how benefits and insurance professionals can leverage a “Guest-Seat” strategy to secure face-time with C-suite decision-makers, transform those conversations into premium content, and keep the door open for future business.

July 16 12:00 - 1:00 Webinar

Join us and discover how the right microphone can unlock boardroom doors, elevate your authority, and convert conversations into lasting client relationships.



## NABIP-Dallas 2025/2026 Board of Directors

**President:** Jennifer Stanley, JD

**Secretary:** Cindy Goodman

**Treasurer:** Michelle McLaren

**Membership:** Carmen Freeman

**Professional Development:** Michelle McLaren

**Executive Assistant:** Patricia Pattison

**President Elect/Awards:** Carmen Freeman

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

**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 1<sup>st</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.**



## WEEKLY INSIDER

### Your association overview.



## Latest Updates and Opportunities

The [2025 NABIP Annual Convention](#) will feature [professional development sessions](#) designed to elevate your skills and expertise. With tracks focusing on **Medicare & Healthcare Innovation, Agency Growth & Business Strategies, Technology, and Leadership**, these sessions will provide actionable insights and strategies to help you stay ahead in a rapidly evolving industry. Whether you're looking to refine your current knowledge or learn new techniques, these sessions will empower you to thrive and lead in your field.

**Grow your book of business with MORE™:** Write more business, more predictably, with a proven sales process that engages buyers in a way most haven't experienced. Choose sales training for yourself or your producers, specifically designed for employee benefits producers to help create long-term relationships built on trust. [Learn more about the MORE™ Sales System.](#)

Congressional action is needed to permanently extend the enhanced premium tax credits in the ACA Marketplace, which are set to expire at the end of 2025. **Congress needs to hear from you.** Urge your representatives to [support](#) the Healthcare Affordability Act and ensure these credits don't disappear. The clock is ticking—please act now.

NABIP has released [updated membership flyers in both English and Spanish](#), designed to showcase the value and strength of our association. Explore our new materials covering a range of topics, including NABIP's value, member benefits, legislative advocacy, and group membership options.

## NABIP's Impact & Influence Report

We're proud to unveil [NABIP's Q1 2025 Impact & Influence Report](#)—a powerful testament to what we can achieve together. From record-setting Capitol Conference participation to explosive growth in member engagement and social reach, this quarterly report showcases how NABIP is shaping the future of healthcare through advocacy, education, innovation, and community.

### Here's a snapshot of our shared success:

- 746 new members in Q1 — including our strongest March since 2017
- Medicare Certification revenue up 150% since 2022
- 700+ brokers gathered in DC for Capitol Conference—our largest turnout in years
- 240 legislative actions taken to protect broker influence and improve healthcare transparency
- 12,000 survey responses collected for advocacy
- 39% average email open rate—well above industry benchmarks
- 195% increase in social media activity, boosting awareness of our mission





## 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**





# NABIP-TX E-NEWS



CLICK [HERE](#) TO OPEN THE NEWSLETTER

## When Medicaid Cost Cutting Is Simply Cost Shifting

By: Scott H. Schnell, as seen in MedCity News

As speculation about whether Medicaid cuts will be part of the solution to our national debt problem continues, no one can predict how much the Medicaid rollback will be, or its impact on the one in five Americans who rely on it.

With the “big, beautiful bill” to advance President Trump’s America First agenda passed by the U.S. House of Representatives on May 22nd, all eyes are on members of the U.S. Senate as they weigh in with their own ideas about what should be in the legislation.

We can expect Medicaid cuts – passed to partially offset the revenue loss from tax deductions and higher spending for defense and border security — will continue to be a hotly contested issue. We saw it play out when Medicaid broke the logjam in last week’s negotiations, with the last-minute decision to push up the date for Medicaid work requirements from Jan. 1, 2029, to “not later than December 31, 2026,” and allow states to add requirements earlier.

On one hand, Medicaid spending is a runaway train. Medicaid enrollment and outlays for the next decade will be more than \$300 billion higher  
*Read More Here...*



### Inside This Edition

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

# DING, DONG, THE SENATE BILL 51 WITCH IS DEAD!

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NABIP-TX's Legislative Council, lead by Rita Rolf and our lobbyists Shannon and Mike Meroney of Meroney Public Affairs, celebrates a significant success this legislative session that is many years in the making. Senate Bill 1332 filed by Senator Kelly Hancock (R-North Richland Hills) and Representative Lacey Hull (R-Houston) has officially passed and been sent to Governor Greg Abbott for signing! This bill represents a bipartisan collaboration lead by NABIP-TX in conjunction with our commercial health insurance industry colleagues and partners to resolve decades of burdensome administrative hurdles unintentionally created by Senate Bill 51, passed twenty years ago.

SB 51 was well intentioned to provide a notice process for end of month employer terminations to commercial health insurance carriers. As time went on and technology advanced, it became an outdated and punitive rule that often left employers on the hook for terminated employees. SB 1332 resolves those issues.

The new bill will:

- Allow carriers to waive premiums for the months following late-submitted terminations **if**:
  - No claims incurred after the end of eligibility month
  - Group is fully insured, and issued in Texas
- Effective immediately (including end of May terminations)

**For more detail on the new law and how we achieved this incredible legislative success for our members, [click here.](#)**





**LET'S GO!** Join us in Miami, FL, June 28 – July 1, 2025, for NABIP's Annual Convention for a future forward event that will CONNECT, INNOVATE and LEAD you to your best professional self.

Are you ready for a conference that combines sunshine, networking, and impactful learning? Join us for an incredible experience where you'll boost your professional skills, build lasting connections, and enjoy a perfect balance of fun and development!

Here's what awaits you:

- Connect with Leaders and Innovators:** Engage with leadership from health insurance organizations along with innovative speakers from across industries. Gain fresh perspectives and valuable insights to elevate your expertise!

- The Perfect Blend of Learning and Leisure:** From educational sessions and networking to relaxing by the pool, you'll enjoy a mix that keeps you informed, inspired, and energized.

- Discover Cutting-Edge Solutions:** Our solutions-focused exhibit hall is the place to connect with industry experts and trailblazing innovators ready to help you take your work to the next level.

Get ready to experience professional growth, inspiration, and fun in one incredible event. We can't wait to see you there!

**Reserve Your Seat!**

**Discover the registration rates, policies,  
and procedures for the 2025 Annual  
Convention.**

**REGISTER TODAY**



### In this Issue

- Featured Speaker Announcement: CCID Director Peter Nelson!
- Operation Shout! Extend the Enhanced Premium Tax Credits!
- New Episode of the HHH Podcast!

NABIP's *Washington Update* is authored by Government Affairs Coordinator Keaton Dicapo, Public Policy and Advocacy Director Nicole LePetri, and Political Director Caroline Musumarra.

### 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). Meeting locations will change each month.
- ❖ 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!**

