

REVIEW
APRIL 2026

NABIP
2025 Pacesetter Award

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NABIP South Central Chapter Golf Outing is May 22! Sign Up Now!



It's that time of year again for the 26th Annual NABIP/South Central Indiana Golf Outing. It is scheduled for Friday, May 22 at the Timbergate Golf Course in Edinburgh, Indiana. Golfers are \$75/person. This includes range balls, 18 holes and golf cart, the scramble, two drink tickets and lunch, prizes and awards. We strongly believe that our local chapter and the National Association of Benefits & Insurance Professionals (NABIP) are excellent sources of information for all things related to the benefits and health insurance fields, so join your colleagues for a day of networking, sharing information, and a great time. 8:15am registration, shotgun start at 9am.

SPONSORSHIP OPPORTUNITIES:

- | | |
|---|--|
| HOLE SPONSORSHIP \$150 | LUNCH SPONSOR \$500 |
| BEVERAGE CART \$300 TAKEN | LONGEST DRIVE \$150 |
| CLOSEST TO PIN \$150 | LONGEST PUTT \$150 |
| 1ST PLACE TEAM \$200 | 2ND PLACE TEAM \$100 |
| FOURSOME W/ HOLE SPONSORSHIP \$400 | |

More information for the golf outing, sponsorships and team registration can be found at the end of this newsletter.

What's Up Next:

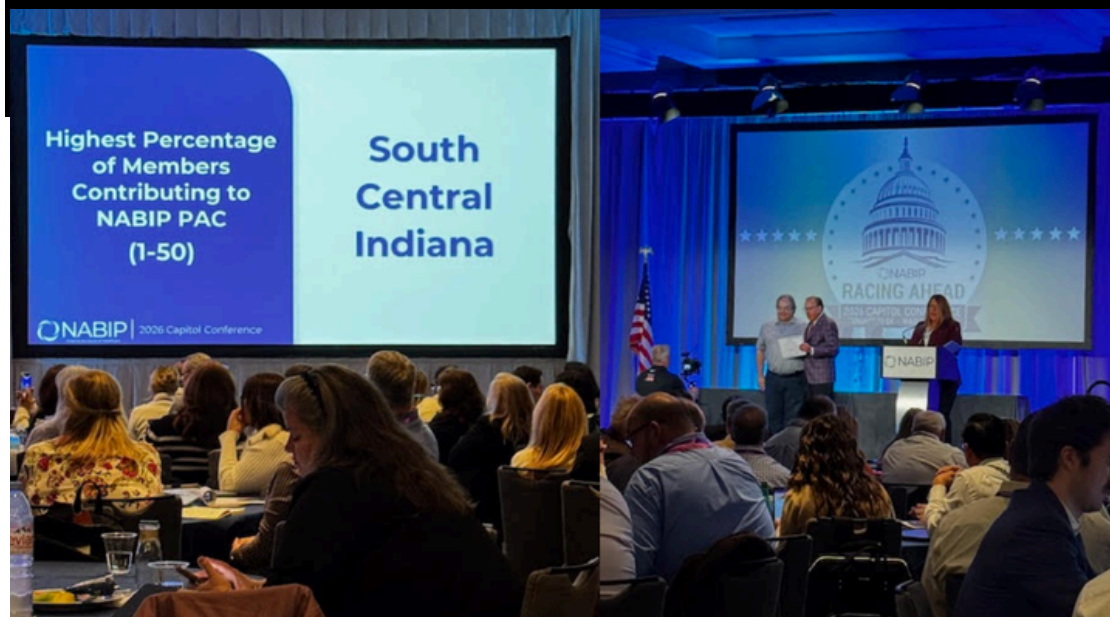
Our Next Meeting:
April 9
Mid America
Science Park
Rm. 126
Scottsburg, IN

April Donation!
Pasta Sauce in
Non-Glass Jars

**May 14
Mini Medicare
Summit (Indy)**

**NABIP Golf
Outing May 22**

CONGRATS TO SOUTH CENTRAL!



From The President's Corner

A Minute with our Chapter President, Jessica Croquart

Coming off a fantastic Spring CE Day, our chapter continues to demonstrate a strong commitment to growth, collaboration, and lifelong learning. The energy, participation, and thoughtful discussions made the day both impactful and enjoyable, and it served as a great reminder of the value we each bring when we come together to share knowledge and experiences. Opportunities like these not only help us stay informed and sharpen our skills, but also strengthen the connections that make our chapter so unique.

As we carry that momentum forward, we're excited for what's ahead—especially our upcoming golf outing. This event offers another great chance to connect in a more relaxed setting, build relationships, and enjoy time together outside of a classroom environment. It's these moments, both professional and social, that continue to foster a sense of community and teamwork within our group.

We're grateful for the engagement and support from our members and look forward to continuing to grow together. By staying connected, sharing insights, and learning from one another, we can keep building a stronger, more successful chapter for everyone involved.



Jessica Croquart

2025-2026 Chapter Leadership

President: Jessica Croquart
Immediate Past President: Charles Mayberry
President Elect: Larry Mayfield
Secretary: Jessica Croquart
Treasurer: Andrea Bogard
Legislative: Scott Allman
Communications: Kaitlynn Loy
NABIP/Pac: Ky Yarling

ISAHU-Pac: Charles Mayberry
Professional Development: Christy McGinley
Awards/Vanguard: Jessica Croquart
Membership: Libertie Villalpando
Retention: Greg Allen
Media Relations: Laura D'Antoni
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Take Note of These Dates

May 14: Mini Medicare Summit (Indy)

We will not have a chapter meeting this month. Instead, we hope to see you all at the summit. Look for registration details soon.

May 22: Golf Outing New Date!

This was changed from the 15th to make attendance at both the Mini Medicare Summit and the golf outing easier.

Remember, many of the partnership sponsor packages include a golf team.

September 11: 9/11 Remembrance Ceremony, 25th Anniversary

Atterbury-Bakalar Air Museum
Columbus, Indiana

This will also be our chapter meeting after the ceremony

MEDICARE SUMMIT

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THURSDAY, MAY 14TH

ONEAMERICA FINANCIAL TOWER - INDIANAPOLIS

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Questions? Contact Lori Rowan at lori@zellerinsurance.com



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Interested in serving in a special committee??

We are looking for South Central Indiana NABIP members to join in our 9/11 Remembrance Ceremony committee to help with all the details that make this event so special.

If you are interested in helping, please email Ky Yarling at ky.yarling@gmail.com for more information.

Zach Shannon
Regional Sales Mgr.
Direct: 812-241-9028





THE CAP CON REPORT!

Scott Allman, Libertie Villalpando, and Elizabeth Sorg



Scott Allman:

My exciting trip to Washington DC and the Capitol Conference.

I arrived the day before the conference and was able to take in many of the sites and enjoy a beautiful evening with all the monuments illuminated. The Conference began the next day with registration and the first timers meeting. That Sunday evening Region 3 enjoyed a pizza party. Afterwards, Libertie, Elizabeth and I along with Dwight Hall all went out to a local parlor and enjoyed Gelato. This was one of the highlights of my trip.

Monday was the General Session. We had a long list of speakers throughout the General Session. I want to Recognize the achievement of our Chapter. I was given the honor by this chapter and by the board to accept the Pac Award while attending Capitol Conference. This award goes to the highest Percentage of members contributing to our NABIP Pac for a chapter with 1-50 members. That evening after our state breakout sessions we attended a nice dinner with all the attendees from the State of Indiana. On Tuesday we rode to Capitol Hill and met with Senator Todd Young at the Hoosier Huddle and then walked to the Congressional Buildings through a maze of underground tunnels. We met with the offices of all three representatives from southern Indiana.

Mark Messmer of District 8. Erin Houchin of District 9. And Jefferson Shreve of District 6. We presented our NABIP talking points. We used every moment of every meeting to advocate for our clients. We spoke as one voice, and we referenced personal experiences of the clients we serve.

Libertie Villalpando:

Although I was not a first timer to Captiol Conference, this year's NABIP Capitol Conference felt completely different than my first time. Coming in with nearly three years in the Medicare space (versus fresh off my first AEP last time), I felt more prepared and more grounded in the conversations we were having. It was especially meaningful given everything happening in our industry right now. With so many changes directly impacting Medicare agents, being in those rooms felt more important than ever. We had a big turn out from Indiana and it was great to meet new people and to connect again with old friends. They had some new ideas this year and I really liked the app (AdvocacyDay) that they used to manage appointments because it made the whole process seamless. To anyone that is thinking of going - if you have the opportunity to attend, I genuinely encourage you to go. Showing up matters, and your voice matters more than you might think.

ElizabethSorg:

CapCon was such an amazing experience for me. As a first timer and new to the health insurance industry, I was intimidated at first. Once I arrived and started networking with other agents, I felt like I was in my element. I made so many great connections and learned so much from the speakers, the information they gave and having conversations with my fellow agents. It has inspired me to do more in my community and as an agent. Knowing I have the support within NABIP, I feel like my future will be bright. Advocating for all current and future beneficiaries was such an honor. I plan on returning every year to help shape Healthcare in America.



THE CAP CON REPORT!

Scott Allman, Libertie Villalpando, and Elizabeth Sorg





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Visit our website:
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Mission Statement: To prepare our members to best serve their communities and represent our industry through education, shared experiences, and motivation



NABIP/South
Central Chapter
Website:
NABIPSCI.org



NABIP South
Central
Indiana Chapter

All financial records are available for review. Contact Andrea Bogard, Treasurer, at ABogardInsurance@yahoo.com. Copies of the By-Laws are available. Contact Jessica Croquart, Secretary, at Jessica.Croquart@SIHO.org

Anthem

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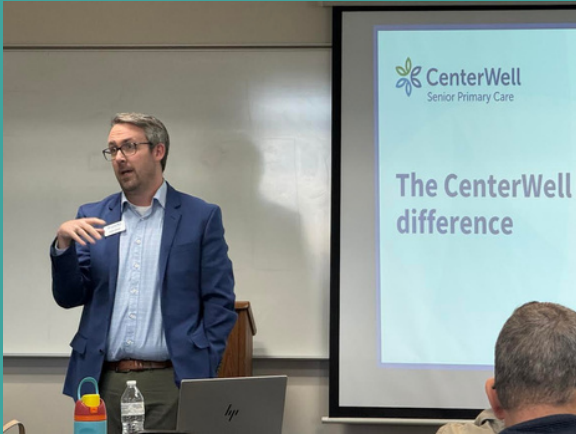
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SPRING CE DAY AND MARCH MEETING



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Charlie Mayberry 18 years!
Sherry Castetter 19 years!



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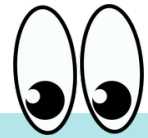
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MEDICARE PLANNING, SERVICE, MANAGEMENT

Do you have a drawer at home that looks like this? Condiments from restaurants that seem wasteful to throw away, yet you never get around to using?

Do you know that places like the Scott County Clearinghouse can use these? They can be given to those in need along with food items, soaps/detergents, dental products, etc. that we donate each month!

Consider cleaning out that drawer and bringing a baggie full to our monthly meeting. Your drawer will thank you ... and so will we!



Bob Herbst
Broker Manager
317-496-1841



Jess & Sandra Carrasquillo
(co-founders)

Jess and Sandra offer a full-service insurance agency that concentrates in the senior market. We represent many of the top-rated insurance carriers when it comes to Medicare and provide our clients with plans that fit their individual needs. We take the time to explain all your options in a simple and concise manner. Our staff is available for assistance with questions, claims, and concerns. With over 20 years of experience, our philosophy has always been to treat you with respect and to provide our services with honesty and integrity.

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**The 26th Annual
NABIP/SOUTH CENTRAL
INDIANA CHAPTER'S
GOLF OUTING
MAY 22, 2026 – 9AM SHOTGUN START**



It's that time of year again for the 26th Annual NABIP/South Central Indiana Golf Outing. We strongly believe that our local chapter and the National Association of Benefits & Insurance Professionals (NABIP) are excellent sources of information for all things related to the benefits and health insurance fields.

Timbergate Golf Course
151 St. Andrews Ave.
Edinburgh, IN (Exit 80 off I-65)

Questions?
Bill Robinson
roadguy1950@hotmail.com
317-695-5683

Andrea Bogard
ABogardInsurance@yahoo.com

SPONSORSHIP OPPORTUNITIES:

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- CLOSEST TO PIN \$150
- 1ST PLACE TEAM \$200
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- LUNCH SPONSOR \$500
- LONGEST DRIVE \$150
- LONGEST PUTT \$150
- 2ND PLACE TEAM \$100

\$75

PER PLAYER

WHAT'S INCLUDED:

- RANGE BALLS
- 18 HOLES + GOLF CART
- 4-PERSON SCRAMBLE
- 2 DRINK TICKETS
- LUNCH, PRIZES & AWARDS

SCHEDULE:

- 8:15 AM REGISTRATION
- 9:00 AM SHOTGUN START
- LUNCH AND PRIZES TO FOLLOW



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