

NABIP-DALLAS

MAY NEWSLETTER

ABOUT THE EVENT



NAIFA DALLAS

ALONG WITH... **NABIP**
Shaping the future of healthcare

PICKLEBALL SOCIAL

Tuesday, May 12 | **2:00 PM - 5:00 PM**
Check in starts at 1:30
Tournament starts at 2 | **At Fault**
2330 Jett St.
Farmers Branch, TX

COST:

- **\$50 per player for tournament/\$25 per cheerleader** (*cheerleader= if you don't want to play you can come cheer along and join in the festivities)

*****Special Pickleball Registration Perk – Limited Availability*****

Thanks to the support of NABIP sponsors, participants can enjoy 50% off registration as an exclusive pickleball perk!

This special rate is available on a first-come, first-served basis and is supported by a designated sponsorship fund.

Once the sponsored funds are fully utilized, registration will revert to the standard rate—so be sure to register early and take advantage of this limited-time opportunity!

WHAT'S INCLUDED:

Prizes, Food, and 1 Drink Ticket



REGISTER TODAY: [HTTPS://WWW.NABIP-DALLAS.ORG/EVENT-LIST](https://www.nabip-dallas.org/event-list)



**SPECIAL THANKS
TO OUR SPONSORS:**



NABIP TEXAS: RECHARGE YOUR MEMBERSHIP

It's Time to Plug Back In.

Recharge Your Membership

for a limited time only, renew your membership and get a

\$25  **GIFTOGRAM GIFT CARD!***
**CHOOSE FROM MORE THAN 250 RETAILERS
IN YOUR LOCAL AREA AND NATIONWIDE!**

Become a member NOW and take advantage of the benefits of NABIP Membership

* Membership must have lapsed more than 6 months ago to be eligible for this offer. Once you have re-joined, email admin@nabip-tx.org with the subject "I'm Recharged" and we will send you a gift card.



CHARGING...

CALLING ALL NABIP MEMBERS NATIONWIDE!!



JOIN THE NABIP DEI & B VIDEO CAMPAIGN!

**WE WANT YOU TO BE PART
OF SOMETHING POWERFUL**



The NABIP DEI and B Committee is collecting selfie videos from our members to showcase the strength and unity of our community. Here's how you can participate:

“I am NABIP.” (pause) “We are NABIP.”



MULTILINGUAL WELCOME! Feel free to say it in any language you're comfortable with - we celebrate diversity!



FINAL MONTAGE: All videos will be creatively edited by a professional videographer and will conclude with *Jessica Brooks-Woods* saying: **“We are NABIP!”**



WHERE IT WILL BE SHOWN: The final video will be showcased at NABIP National Events - don't miss your chance to be part of it!



SUBMIT YOUR VIDEO: When you're ready, email your portrait-mode video to:
helen.harris-allen@associateadbank.com

NABIP-DALLAS - WE'D LOVE TO SEE YOUR FACES!

NABIP-Dallas: Legislative Chair Report

CMS Medicare Final Rule: A Real Win for Brokers and the Seniors We Serve

As your NABIP Legislative Chair for Dallas and for Texas, I want to share some good news out of CMS that directly affects how we serve our Medicare clients.

CMS's latest Medicare Advantage and Part D final rule delivers a real win for brokers and for the seniors who depend on us for clear, unbiased guidance. NABIP has been in the middle of this fight from the beginning, pushing CMS to fix rules that created friction for beneficiaries and tied brokers' hands.

One of the biggest changes is the elimination of the 48-hour Scope of Appointment waiting period. For years, that rule has forced us to slow-walk conversations with people who were ready to talk through their options and make decisions. Ending the waiting period means we can respond when a client is ready, not 48 hours later—while still documenting scope and protecting the consumer.

Just as important, CMS did not layer on another round of broad, broker-focused restrictions this time. That gives us a little breathing room heading into the next AEP. Instead of rebuilding our processes yet again, we can spend our time where it actually matters; educating beneficiaries, supporting enrollments, and taking care of the people who already trust us.

Heading into this AEP, we also have a powerful tool on our side: the NABIP Agent Medicare Certification. NABIP's Plan Year 2026 Medicare, Medicare Advantage, and Compliance Requirements certification is a self-paced, affordable program (\$100) that includes CE credit and is recognized nationwide by most major carriers; including Aetna for 2027. It's designed specifically for working agents who want one comprehensive training that keeps them current on CMS rules, marketing and compliance standards, and what's changing in the Medicare marketplace before AEP kicks off.

For me, the bigger story is what this rule says about our advocacy. When brokers tell a clear story about what actually helps beneficiaries—and what gets in their way—policymakers can and do adjust. This final rule is proof that when NABIP members stay engaged, speak up, and stay unified, we can protect our clients, protect our profession, and move the Medicare program in the right direction.

Respectfully,

Charles Rosen

RVP Region VI, Director of Leg Affairs, NABIP-TX, and Legislative Chair, NABIP-Dallas



NABIP-TX E-NEWS



Faster Updates. Real-Time Alerts. Opt In Today! NABIP-TX Mobile Text Alerts System

We know your schedule is busy, and staying up to date shouldn't be a challenge. That's why NABIP-TX is introducing mobile text alerts—an easy way to receive important updates, legislative news, and event reminders straight to your phone.



What You'll Get When You Opt In:

- Timely **LEGISLATIVE UPDATES** - You'll never miss a Call to Action!
- **EVENT REMINDERS** - Chapter meetings, webinars, Day at the Capitol or Annual Conference
- **MEMBERSHIP NEWS** and announcements
- **INDUSTRY INFORMATION**

We promise: **NO SPAM, NO OVERLOAD-**
just the helpful, relevant info you actually want, straight to your phone.



Join the NABIP-TX Texting Program

Click [HERE](#) to opt in through our quick sign-up form.

Thank you for being an important part of NABIP-TX!

We can't wait to stay even more connected with you!

If you have any questions, feel free to [contact us](#) - we're here to help.

NABIP bip Magazine: Your Opinion Matters



Your opinion matters! Please take a few minutes to complete our [bip Magazine Readership Survey](#). Your feedback will help us continue improving the content, design, and overall value of *bip* — NABIP's quarterly publication that highlights the work, voices, and impact of our members and the industry we serve.

bip Magazine Readership Survey

Thank you for your time, your insights, and for being a valued part of the NABIP community.

Warm regards,
Jessica Brooks-Woods
NABIP CEO

National Association of Benefits and Insurance Professionals

Phone: 202-552-5060

www.NABIP.org

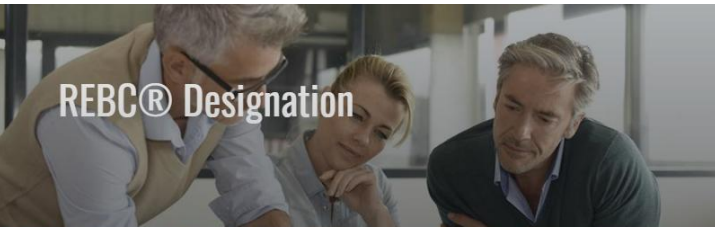


NABIP PROFESSIONAL DEVELOPMENT

NABIP offers health insurance professionals a multitude of educational opportunities, including advanced designations, certifications, continuing education and online learning.



Online Learning Institute



REBC® Designation



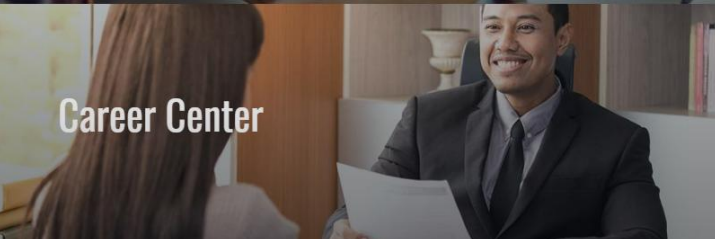
Medicare Advantage Certification



DC Health Link Broker Training



Speakers Bureau



Career Center



CEC Filing Requirements

For more information, click [here](#).



Start the New Year by Investing in Future Leaders

The New Year brings fresh beginnings, renewed purpose, and the opportunity to invest in what truly matters.

As we look forward to the year ahead, we're reminded of the lasting legacy of Ken Martin — a leader who believed deeply in developing and empowering others.

The Ken Martin Scholarship continues that mission, opening doors for children of NABIP-TX members seeking to grow their skills and strengthen our industry.

The NABIP-TX Honorees Corporation, a non-profit public benefit corporation established and supported by members of the National Association of Benefits and Insurance Professionals, offers the **Ken Martin Scholarship for Excellence in Communication**, established in 2002, for Texas students entering or attending accredited institutions of higher learning.

With your support, opportunities that once felt out of reach become real possibilities.

To inspire your year's first act of generosity, we invite you to hear from one more individual whose life was touched by this scholarship: 🎥 Watch this [New](#)

[Year testimonial](#) from a past recipient. His journey is a powerful example of what can happen when we start the year by investing in others.

This January, begin the year with impact — donate to the Ken Martin Scholarship today.



This January, we hope you'll consider extending that same gift.

[NABIP-TX Honorees](#) is a 501(c)(3) nonprofit organization, and your donation is tax-deductible to the extent allowed by law. No goods or services will be provided in exchange for this donation.

[DONATE \\$25](#)
[DONATE \\$50](#)
[DONATE \\$100](#)
[DONATE \\$250](#)
[DONATE \\$500](#)
[DONATE \\$1,000](#)

For a different amount, please contact us at admin@nabip-tx.org. If you prefer to mail a check, please send along with this [Contribution Form](#).

Thank you for helping us kick off the year with purpose, community, and a commitment to future leaders.

Wishing you a bright and successful year ahead,
NABIP-TX Leadership

NABIP-TX admin@nabip-tx.org www.nabip-tx.org

NABIP Washington Update



You're reading NABIP's **Washington Update**, a weekly newsletter authored by Director of Health Policy and Engagement Nicole LePetri that highlights key federal political and regulatory developments.

In This Issue:

1. Individual Market Members! New CMS System Changes
2. Register! Current and Aspiring State and Local Leaders Trainings
3. Congress and D.C. Think Tanks Address Hospital Consolidation
4. Register! NABIP's Annual Convention

INDIVIDUAL MARKET MEMBERS! NEW CMS SYSTEM CHANGES

In an effort to immediately reduce unauthorized and non-compliant Marketplace enrollments, **CMS is implementing changes to the Federally-facilitated Marketplace (FFM).**

Effective immediately: They are blocking adding or changing the National Producer Number (NPN) on a consumer's application through HealthCare.gov. NPNs on existing applications and enrollments submitted through HealthCare.gov will remain on those applications and enrollments unless removed by the consumer. Agents and brokers will continue to be able to add and change NPNs through the enhanced direct enrollment (EDE) agent/broker pathway, subject to existing limitations.

In addition, when conducting a three-way call with the Marketplace Call Center, providing all applicants' Social Security numbers (SSNs) or immigration document information will be required, or the call won't be able to proceed. The consumer can continue to apply and enroll online or through the Call Center on their own.

CMS is continuing to develop future changes. Agents and brokers should continue using approved EDE agent/broker pathways to login with their FFM User ID to work on consumer applications and enrollments.

Important Reminders:

- Agents and brokers are never allowed to create or log into a HealthCare.gov account for a consumer or have access to their log-in credentials.
- All consumers with an SSN are required to include it on their Marketplace application, or to include valid immigration document information if they do not have an SSN.
- If you're helping a consumer, you shouldn't provide your information in any of the Assister categories. This information isn't passed to insurance companies.

Have questions for CMS on this update? Contact the Agent/Broker Email Help Desk at FFMProducer-AssisterHelpDesk@cms.hhs.gov.

Have questions for NABIP's Government Affairs team? Use the [Your Voice Matters](#) app to reach us. We're working closely with CMS to advocate for system changes that properly reduce or eliminate fraud in the FFM that simultaneously do not hinder the processes of agents and brokers acting in good faith.

REGISTER! CURRENT AND ASPIRING STATE AND LOCAL LEADERS TRAININGS

We invite all members interested in government affairs volunteer work to join us for one or both of our virtual trainings:

NABIP State and Local Legislative Chair Training: A focused session for current and aspiring legislative chairs, covering key responsibilities, advocacy strategies, and best practices for engaging policymakers. Participants will learn how to stay informed on legislative developments, build relationships, and coordinate effective advocacy efforts.

Register for the Legislative Chair Training [here](#).

State and Local PAC Chair Training: This session highlights the role of PACs in advancing NABIP's advocacy efforts. Attendees will learn effective strategies for fundraising, member engagement, compliance, and communication, along with practical ways to increase participation and strengthen year-round involvement at the state and local levels.

Register for the PAC Chair Training [here](#).

Members engaged in advocacy consistently report that the value of NABIP membership is maximized through active involvement in government affairs.

CONGRESS AND D.C. THINK TANKS ADDRESS HOSPITAL CONSOLIDATION

Families USA [published](#) a report tying health system consolidation to higher hospital prices. The report details that as of 2023, three health systems provided the majority of hospital care in 22 states and Washington, D.C. The analysis also explains that the 15 largest health systems charge 2.8 times the Medicare payment rate on average and calls on Congress to codify site neutrality and strengthen price transparency, among other reforms. The report comes as hospital consolidation has become central to the healthcare affordability conversation, with the House Ways and Means Committee [holding](#) a hearing with health system CEOs last week and Paragon Health Institute recently [publishing](#) its own hospital consolidation report.

Register! NABIP's Annual Convention

If you haven't registered for the [NABIP 2026 Annual Convention](#), now's the time. Join us June 27–30 in Atlantic City, NJ, for an unforgettable experience filled with impactful education, meaningful networking, and exciting events.

From the Monopoly-themed Welcome Reception & Casino Event to the [Harold R. Gordon Annual Awards Gala & After-Party](#), plus arcade games, go-karts, comedy, and Atlantic City nightlife, there's something for everyone.

This is more than a convention—it's an experience. [Register now](#) and don't miss the connections, conversations, and moments everyone will be talking about.

A Note on NABIP as a Bipartisan Organization

At NABIP, we proudly advocate with one unified voice, transcending political differences to support our industry and clients. Our strength lies in collaborating across party lines to drive meaningful policy solutions. When representing NABIP, we encourage you to [Speak with One Voice](#), aligning with the [NABIP Healthcare Bill of Rights](#) and reinforcing our bipartisan commitment. By distinguishing personal views from our professional roles, we uphold NABIP's credibility at all levels of government.

Thank you for your dedication to this mission—together, we will continue advocating for our members, industry, and communities.

NABIP ANNUAL CONVENTION



NABIP is proud to recognize the innovators and leaders shaping the future of health insurance through the [Trailblazer of the Year Award](#)—and **nominations are now open** for 2026.

This prestigious award honors an outstanding organization that is redefining the industry through innovation, leadership, and bold thinking. From advancing transformative strategies and technologies to improving outcomes for consumers and communities, the Trailblazer of the Year Award celebrates organizations that are driving meaningful change across healthcare and insurance.

Whether by embracing emerging trends, leading with purpose, or challenging the status quo, recipients of this award represent the very best of innovation in action.

Award Recognition

The 2026 Trailblazer of the Year will be recognized on stage during the [Harold R. Gordon Gala & Awards Dinner](#) on **June 29, 2026**, at the [NABIP Annual Convention](#) in Atlantic City, NJ. Finalists may also be featured across NABIP's digital channels, newsletters, and event materials.

Nominations close May 24, 2026.

[Submit your nomination](#) today and help us recognize the organizations shaping the future of our industry.

Register

Agenda

Travel

Become a Sponsor

Annual Convention provides a unique platform to showcase your products and connect with the industry's most active professionals. We have listened to your feedback and created more [unique and immersive sponsor opportunities](#) to put your brand front and center throughout the event.

To secure your sponsorship, please contact katy.lewis@wearemci.com or call (410) 584-1901.

NABIP, in partnership with the Validation Institute and Quizzify, is bringing a live, high-stakes “Shark Tank”-style **competition** to the [Annual Convention](#), June 27–30 in Atlantic City. Only **five companies will be selected** to take the stage and pitch their solutions in front of top brokers and industry decision-makers.

Apply to Pitch Your Solution
[Submit your application here!](#)



What Selected Participants Receive:

- A live pitch opportunity in front of hundreds of NABIP brokers and advisors
- Exhibit Hall exposure for networking and live demos
- Lead generation through an in-app “Contact Me” feature
- Expert coaching, rehearsal support, and post-event feedback from judges

Event Details:



Monday, June 29



12:30–2:00 PM



Exhibit Hall, NABIP Annual Convention (Atlantic City)



Format: 5-minute pitch + 5-minute Q&A

What's at Stake:

Two winners (Judges' Pick + Audience Pick) will each choose one of the following:

- \$25,000 investment from Validation Institute
- \$10,000 cash prize
- \$50,000 in Quizzify services (customizable, co-brandable employee health literacy tools)

Entry Details:

- \$10,000 participation fee (fully refunded if not selected)
- Includes pitch opportunity, lead list, coaching, and ongoing business development connections

Why It Matters:

This is a unique opportunity to gain direct exposure to the brokers and industry leaders who are placing benefits business nationwide, and to position your solution in front of key decision-makers shaping the future of healthcare.

[Apply now to claim your spot](#) on stage and put your solution in front of the industry's top decision-makers.

Thank You to Our Sponsors

Silver Sponsor



Bronze Sponsors



NABIP Resource Hub



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 3rd 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: info@nabip-dallas.org 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!



It just makes sense.