



E-blast Issue

NABIP-NJ NEWS



This Issue of the NABIP-NJ News is sponsored by

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Always Designing
for People®



NABIP-NJ Delivers Another Season of Celebration & Connection!



Membership Update

NABIP-NJ is pleased to welcome the following new and returning members:

Richard Allaway

Shannon DeSumma

Tom Falvey

Andrew Kmmel

We look forward to seeing all of you at future events!

Members - let's not stop here. Join us in our recruiting efforts as often as you can.

Joining NABIP-NJ is simple! Non-members (Future Members) can click [HERE](#) to join online or click [HERE](#) for a membership application to email or fax.

Just a few hours of active membership each month could earn you unlimited rewards in growing your client base and keeping them well-informed!

Contact your local chapter president to learn what NABIP-NJ can do for you.



Central / Coastal Chapters Joint Holiday Party and South Chapter Party!



Sponsorships Now Available!



May 4-6,
2026

Caesars,
Atlantic City, NJ

2026 NABIP-NJ Annual Conference May 4 - 6, 2026

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

Click [HERE](#) for Sponsorship Opportunities.

CONTACT US TODAY

Email us at info@nabip-nj.org or call
908-349-0789 for more information.

From Advocacy to Action: NABIP-NJ Member Engages in Governor's Transition Process

Submitted by Chris Vanderwolk

This month I had the privilege of attending the Transition Policy Summit, a highly productive event where the incoming administration emphasized that this gathering marked the beginning - not the conclusion - of the advisory task force's work.

The program opened with remarks from **Lt. Governor-elect Dr. Dale Caldwell** (pictured right with Chris Vanderwolk, NABIP-NJ member), followed by participant sessions in one of ten topical breakout rooms. I joined the Healthcare Affordability discussion. When the floor opened for input, I was given about thirty seconds to respond to the question of what the Administration could do immediately. My recommendation focused on two priorities: first, more effectively utilizing the existing stakeholder committees by ensuring subject-matter experts are consistently included in the conversation; and second, recognizing and addressing healthcare illiteracy as a significant public health challenge.



The summit also provided an excellent opportunity to reconnect with colleagues. I had productive conversations with **Mike Muñoz**, a former law school classmate, and several

past clients.

Additionally, I spoke with **Maura Collingsgru**, Director of Policy and Advocacy for NJ Citizen Action, regarding our out-of-pocket cost proposal. She expressed interest in continuing that discussion as we move forward.



Governor-elect Mikie Sherrill



Lieutenant Governor-elect Dr. Dale Caldwell

Don't Miss 2026 Capitol Conference!



Registration is now open for NABIP's 36th Annual Capitol Conference — February 22–24, 2026, in Washington, D.C.

Join more than 800 of your peers for three powerful days of advocacy, insight, and action as we come together to shape the future of healthcare policy.

This year's Capitol Conference is reimagined with a new format and elevated programming—making it a different, better, and must-attend event.

From focused policy briefings and in-depth training to a full day of meetings on Capitol Hill, **Capitol Conference 2026** gives you the tools and access to make your voice heard directly where it matters most.

Click [HERE](#) for registration information.

Click [HERE](#) for info on Cap Con.

**Join NABIP-NJ for dinner at Carmine's
Monday, February 23 at 6:30 p.m.**

**Dinner is FREE to all NABIP-NJ Members but registration is
required.**

Sponsored by:



Dinner Sponsorships are available!

Click [HERE](#) to register!

Book Your Hotel

Hyatt Regency Washington on Capitol Hill
400 New Jersey Ave NW, Washington, DC 20001

Stay in the heart of the nation's capital at the Hyatt Regency Washington on Capitol Hill, the official hotel for the NABIP Capitol Conference. Just 1,287 steps from the U.S. Capitol and a short stroll from iconic landmarks, our host hotel offers unparalleled convenience and comfort. Enjoy rooms with complimentary Wi-Fi and world-class amenities, including a fitness center, pool, business services, and on-site dining. Make your Capitol Conference experience unforgettable by staying where everything you need is right at your doorstep.

Click [HERE](#) to book your hotel room

Secure NABIP hotel pricing by the deadline of Friday, January 23.

Spotlight on Joe Stables

NABIP-NJ is proud to spotlight new Central Jersey member and longtime New Jersey resident **Joe Stables**.

Joe was born in Parsippany, where his mother taught special education at a private school in Morristown and his grandmother worked for National Community Bank in Boonton. He attended Rutgers University in New Brunswick and later moved to Hoboken, where he met his wife, Heather. For the past 22 years, Joe and Heather have made their home in East Windsor, raising their two children, Taylor and Dylan. Taylor is currently a sophomore at the University of South Florida and was a member of the university's National Championship Cheerleading Team last year. Dylan is a senior at Hightstown High School, where he has lettered in football and wrestling and is currently in his third year as a varsity baseball starter.



Although Joe originally envisioned a career in law and even attended Seton Hall Law School, he quickly realized that path was not the right fit. He pivoted into sales, launching his professional career at ADP, where he sold payroll and tax filing outsourcing services. “I always enjoyed talking with people and learning new things, so sales never felt like work,” Joe recalls. The role taught him how to build relationships, open doors, and provide real value to small business owners pursuing the American dream.

An opportunity later arose to work as a proprietary day trader with E*Trade in Manhattan. After passing his Series 7, 55, and 63 exams, Joe joined the trading desk and immersed himself in the fast-paced world of the markets. He thrived on the constant change and the connection between global events and market movement, gaining a deep understanding of investment strategy and risk.

After starting a family and following a company merger that dissolved his trading group, Joe returned to sales, where he went on to achieve President’s Club honors across three different industries. Over time, the workplace evolved, and Joe recognized the growing importance of employee engagement, productivity, and the role that high-quality benefits play in a company’s success.

For the past 11 years, Joe has returned to his roots in human capital management as a strategic advisor and consultant with Paychex, helping businesses across New Jersey navigate payroll, HR, and employee benefits. He works closely with broker partners throughout the Tri-State area, building lasting relationships while delivering full-service support to his clients.

When asked what motivates him every day, Joe draws a parallel to his lifelong love of sports. “Every business owner faces the same challenge as any great team - finding and keeping the best players,” he explains. “In order to attract and retain top talent, companies need strong, diverse benefits offerings. After earnings, benefits are the most valuable tool employers have. Navigating today’s complex healthcare landscape takes experienced, dedicated advisors, and it’s incredibly rewarding to help businesses and families put the right solutions in place.”

Joe is committed to helping grow the Central Jersey chapter and expanding its impact across the regional business community. His advice to young brokers is simple and time-tested: “Value your relationships, treat people the way you want to be treated, and always do what’s right for your clients. If you focus on them first, success will follow.”

What’s something most people don’t know about Joe?

One of his greatest passions is coaching. For more than a decade, Joe has coached youth and high school baseball, teaching young athletes the importance of commitment, resilience, teamwork, and discipline - lessons that extend far beyond the field. With educators throughout his family, including his brother Gordon (Dean at USC’s Annenberg School of Communication), his mother Mary, and his wife Heather (a math teacher at J.P. Stevens High School in Edison), it’s clear that teaching and mentorship run deep in the Stables family.

Chapter Reports

Central Chapter



The Central Chapter started the new year with a CE class on January 8 at the Holiday Inn, held from 8:30 to 11:00 a.m. The session, *AI: The Good, the Bad, and the Ugly*, was presented by **Michelle A. Schaap, Esq.**, and generously sponsored by Angle Health.

Be sure to check the calendar for information on upcoming chapter events.

South Chapter



The South Chapter hosted a dynamic event on Tuesday, January 13, at the Ramblewood Country Club in Mount Laurel. The morning featured a 1-credit CE session, *Intro to Mental Health Parity: NJ Implementation and Impact*, held from 8:30 to 11:30 a.m.

The meeting opened with sponsor **Beryl Krinsky** of B.Komplete, who led a meditation and wellness activity to help attendees reset and start 2026 in a stress-free mindset - much appreciated after a busy Q4. The CE presentation was then delivered by **Bridget McKeogh** of AmeriHealth, providing valuable insights into mental health parity and its impact.

Be sure to check the calendar for information on upcoming chapter events.

North Chapter



On January 27, the North Chapter will host a virtual class, *What you Need to Know about Employer Reporting in 2026*. The meeting will be taught by Adam Schechter from Gente.

The meeting is FREE for everyone, but registration is required.

Click [HERE](#) for more information and to register.

Check out NABIP's Programs

President's Triple Crown Program

NABIP created the [President's Triple Crown Program](#) to recognize members whose individual contributions help advance the association's mission. Like baseball's Triple Crown, it recognizes accomplishments in three key areas. However, while baseball's Triple Crown hasn't been won in years, NABIP's Triple Crown can be won every year by everyone of our members.

Criteria:

To qualify for the Triple Crown, within the calendar year (01/01-12/31), a member must:

- NABIP PAC: Participate in \$12 x 12 draft program or contribute \$150 total for the year
- Membership: Recruit two or more new members
- Advocacy: Use Operation Shout to send three or more messages

Registered Employee Benefits Consultant® (REBC®) designation



Earning the Registered Employee Benefits Consultant® (REBC®) designation elevates your credibility as a professional, and the field of employee benefits continues to evolve rapidly. Displaying a nationally recognized designation after your name represents the credentials required to uphold continuing professional development. Simply earning CE credits to satisfy a state license is not the same as staying abreast with new government regulations, new or modified coverages, and new techniques for controlling benefit costs. Professionals need to understand the provisions, advantages, and limitations associated with each type of benefit program as a method for meeting economic security. Set yourself apart from the rest and [click here](#) to learn more about earning your REBC designation.

Medicare Advantage Certification

This comprehensive online program is designed specifically for health insurance agents and brokers, providing the required certification needed to sell Medicare Advantage Plans, as mandated by the Centers for Medicare and Medicaid Services.

Click [HERE](#) for more information.



Leading Producers Round Table



Please take a minute to look into this if you are a carrier rep OR agent/broker/producer in NJ. As an LPRT member, you will enjoy discounts to NABIP-NJ events.

LPRT (Leading Producers Round Table) is an elite group of brokers and benefit professionals alike which encourages excellence among members by recognizing their sales achievement. LPRT members demonstrate exceptional professional knowledge and outstanding client service.

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

At the National Association of Benefits and Insurance Professionals (NABIP), belonging isn't just the first step; it's our foundation. We're building a community where every member feels they have a place and purpose. This commitment goes beyond responding to current trends; it is a fundamental responsibility and a core part of our identity. We are dedicated to creating an environment where every individual is not only acknowledged but celebrated for their unique contributions.

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

Mentorship Program

The Leadership Mentor Program provides senior leadership support to new and current members professionally and in their leadership role. The mentors participating in this program have been selected for their industry knowledge, thought leadership, and the longevity of senior leadership positions within NABIP. It is the goal of the Leadership Mentor Program to develop the skills, confidence and executional ability of new leaders with the intent of future growth and alignment within the Association.

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

NABIP-NJ | 908-349-0789 | info@nabip-nj.org | NABIP-NJ.org



NABIP-NJ | 312 North Avenue East, Suite 5 | Cranford, NJ 07016 US

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