



E-blast Issue

NABIP-NJ NEWS



This Issue of the NABIP-NJ News is sponsored by

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NABIP New Jersey Annual Conference



The NABIP-NJ Annual Conference Returns to Caesars Atlantic City

The exhibit hall was bustling with attendees, sponsors, and exhibitors as the 2026 NABIP-NJ Annual Conference returned to Caesars Atlantic City, May 4-6.

NABIP members were excited to be back at Caesars for the second consecutive year, taking advantage of valuable continuing education opportunities, networking with colleagues and friends, and enjoying the property's many recent renovations.

Chaired by incoming NABIP-NJ President **Greg Roth**, the conference exceeded expectations with strong attendance, exceptional educational programming, and an energized atmosphere throughout the event.

"The exhibit hall was continually packed with brokers from across the state, creating valuable networking opportunities for everyone," Roth said. "We received tremendous feedback from our vendors, who appreciated the steady flow of traffic and the opportunity to connect with both familiar faces and new brokers. Many lasting relationships were built during this conference."



Membership Update

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

Kean Amaral

Jonathan Bryer

Elizabeth Centrone

Chuck Cerniglia

Ella Jakucki-Resto

Heather Kaufmann

Brian Mannion

Noelle Milne

Robert Murphy

Susan Payne

Priscilla Rodriguez

Robert Shaara

Joseph Talerico

Greg Visicaro

Maurice Wingate

Mark Zimmerman

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 can click [HERE](#) to join online or



The conference kicked off with another successful golf outing, led by **Greg Roth** and **Katie Skilton**. With temperatures warmer than expected for early May, golfers enjoyed a beautiful (bug-free) day on the course before returning to the conference ready to learn, connect, and engage.

Attendees had access to 11 Continuing Education (CE) credits over three days through presentations from AmeriHealth, Clarity, FNA, OCA and Savoy. Participants praised the educational sessions for being timely, informative, and highly relevant to today's evolving healthcare marketplace.

One of the most anticipated events of the conference, the annual NABIP-NJ After Dark Party, was held at the Wild Wild West Casino and featured live entertainment from local favorite Nick Ryan and the Mess.

The evening was filled with food, drinks, dancing, and plenty of laughter as attendees enjoyed the popular Jersey Shore rock band.

"People were having so much fun, no one wanted the night to end," Roth said. "The dance floor was packed all night long!"

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.



2026 Keynote Speakers

This year's conference featured three dynamic keynote speakers:

- **Scott Aaron**, best-selling author, speaker, and podcaster
- **Lester Morales**, founder and managing partner of Dysrupt Healthcare
- **Connie Podesta**, nationally recognized motivational speaker

Their presentations challenged attendees to think differently, embrace change, and pursue growth both professionally and personally.





11th Annual Wellness Event



The conference also hosted its 11th annual wellness event, the "Boardwalk Empire Challenge." Participants walked and ran along Atlantic City's iconic Boardwalk, enjoying fresh air and exercise while connecting with fellow members outside the convention setting.

Congratulations Award Winners!

Louis G. Mattei Achievement Award

The 2026 Louis G. Mattei Achievement Award was presented to **Chris Vanderwolk** in recognition of his ongoing service, sacrifice, and dedication to the association.

A NABIP-NJ member for more than 10 years, Vanderwolk has served in numerous leadership roles, including his current positions as Deputy Legislative Chair, Vice

President of NABIP-NJ, and President-Elect.

"Chris is always willing to go the extra mile for the association," said 2025 Lou Mattei Award recipient **Sandy Gibson**. "He's creative, efficient, and when he sets a goal, he achieves it."



President's Award

NABIP-NJ also recognized the outstanding contributions of **Katie Skilton**, naming her the recipient of the 2026 NABIP-NJ President's Award.

"Katie's dedication and leadership have made a lasting impact on this association and its members," said NABIP-NJ President **Jim Lardiere**. "Her commitment to supporting the industry and her many contributions to NABIP continue to advance our profession throughout New Jersey."



Board of Directors Award

Barbara Napolitano received the Board of Directors Award for her continuous service and leadership within the association.

With more than 30 years in the health insurance industry, Napolitano has served NABIP-NJ at both the local and state levels, including as Association President from 2022-2023. She currently serves as Community Service Chair.

"Barbara's professionalism, integrity, and dedication to this industry have left a lasting impression on the association," Lardiere said. "She has positively impacted both the organization and its members through her generosity, leadership, and willingness to help others."



Rising Star Awards

NABIP-NJ also recognized members who have contributed their time and talents to strengthening the association.

Congratulations to the below recipients:

- **Christopher Berry-Toon**
- **Christina Davies**
- **MaryAnne Eagan**
- **Jackie Thompson**



Pictured left to right: **Greg Roth**, Conference Chair; **Maryanne Eagan**; **Christopher Berry-Toon**; **Jackie Thompson**; **Jim Lardiere**, NABIP-NJ President;
Not pictured: **Christina Davies**

Shooting Star Awards

The Shooting Star Awards honor members whose long-term commitment and active involvement have helped drive the success of NABIP-NJ.

Congratulations to the below recipients:

- **Maggie Abitanto**
- **Frank Basile**
- **Brandi Bowers**
- **Michele Burke**
- **Jessica Jones**
- **Barrie Krywinski**
- **Alexis Rose Millar**



Pictured left to right: **Greg Roth**, Conference Chair; **Jessica Jones**; **Alexis Rose Millar**; **Barrie Krywinski**; **Maggie Abitanto**; **Frank Basile**; **Michele Burke**; **Jim Lardiere**, NABIP-NJ President; Not pictured: **Brandi Bowers**



The conference included the ceremonial passing of the gavel as **Greg Roth** was officially announced as NABIP-NJ President, effective July 1. Members expressed their appreciation for outgoing President **Jim Lardiere's** leadership and service while looking forward to the association's next chapter under Roth's guidance.

Congratulations 2026-2027 NABIP-NJ State Board



Congratulations to NABIP-NJ's incoming board:

President: Greg Roth

Immediate Past President: Jim Lardiere

President-Elect: Chris Vanderwolk

Vice President: Jessica Jones

Treasurer: Ross Honig

Secretary: Steve Hund

Spotlight on Vance Sible, CSFS, RHU, HIA

NABIP-NJ is proud to spotlight **Vance Sible**, a valued member of the Central Chapter.

Residing in Clinton, Vance and his wife have raised four children: twin daughters, now 29, and two sons, ages 26 and 19.



Education has always been a family priority, with the girls attending Seton Hall University and the boys attending The College of New Jersey, making the family proud supporters of New Jersey higher education.

Although born in Kansas, Vance's journey brought him east. After attending the University of Nevada, Las Vegas (UNLV), his first professional opportunity took him to Dallas. A promotion later relocated him to New Jersey in 1989, where he has happily remained.

His introduction to the insurance industry happened almost by accident. While working in the hotel business in Dallas, a friend employed at Home Life encouraged him to consider a different path.

"You should be working for yourself instead of for a hotel," his friend told him. That conversation changed everything.

Now, 42 years later, and after working with several companies throughout his career, Vance remains passionate about the business and grateful for the many friendships he has built across the country.

Today, he serves as Eastern Region VP of Sales for Amynta Risk Solutions, specializing in stop-loss solutions for businesses with 25 or more enrolled employees interested in partially self-funding their healthcare plans. Although he has only been with the company for three months, he already sees a long future ahead.

"I'll work here for 10 more years because I love this company, its belief in transparency, and its leadership," Vance said.

His involvement with NABIP-NJ has always been driven by a desire to connect with others in the industry and stay informed about emerging trends.

"I enjoy hearing people's stories, whether it's success or frustration, and getting to know them on a personal level," he explained.

While he has not held an official chapter or state leadership position, his support of NABIP-NJ has been consistent for more than 30 years. Through golf sponsorships, educational meetings, and convention booth participation, he has supported all four local NABIP chapters annually.

Looking ahead, one of his primary goals for NABIP-NJ is increasing education and awareness around true self-funding options.

"I want to promote self-funding more, not just level-funding, but true independent self-funding where unique point solutions support clients rather than simply relying on a traditional BUCA solution."

When asked what advice he would give young brokers entering the industry, his response was simple but powerful: "Prospecting is like shaving; you need to do it every day to be successful, not just at the beginning of your career, but throughout it. Also, stay curious about things you don't fully understand so you can better support all types of clients."

And here's something you may not know about Vance: At age 66, he has finally achieved a golf handicap below 6, a personal milestone for someone who once dreamed of becoming a PGA Professional Instructor. These days, he enjoys helping fellow golfers improve their game by offering simple, practical tips during rounds.

Whether in business or on the course, his philosophy remains the same: keep learning, keep improving, and help others along the way.

Chapter Reports

South Chapter



The South Jersey Chapter Annual Golf Outing was held this May at the beautiful Ramblewood Country Club, bringing together members, partners, and guests for a day of friendly competition and networking on the course.

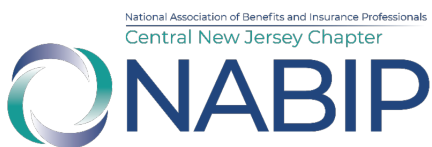
Congratulations to the award winners:

-  Longest Drive (Women): **Kathy Mullen**
-  Longest Drive (Men): **John Capasso, CPA, CGMA, PFS**
-  Closest to the Pin (Women): **Lindsey Cowperthwait**
-  Closest to the Pin (Men): **Alec Vera**
-  First Place Team: **Ron Rico, Rob Henry, and Sean Riley**
-  Second Place Team: **Steve Carr, Tyler Jackson, Colin Myers, Matt Presutti (Amerihealth)**



Click [HERE](#) to view upcoming South Chapter events on the calendar.

Central Chapter



On June 23, the Central Chapter will host a summer kick-off Happy Hour at Galloping Hill Golf Club from 3-6 pm. Join your NABIP-NJ friends to celebrate another successful year! We will be welcoming in our new board and presenting the 2026 Central Jersey NABIP Hall of Fame Award!

The cost is \$30 for members and \$50 for non-members.

For more information and registration, please click [HERE](#)

Coastal Chapter



On June 11, the Coastal Chapter will host its annual Summer Social at Avenue in Long Branch from 3-6 pm. Come celebrate the summer with your NABIP-NJ friends.

The cost is \$30.

For more information and registration, please click [HERE](#)

North Chapter



On June 10, the North Chapter will host a social event at the All Season Golf & Social Club in Cedar Knolls from 3-6pm. Guests can network & socialize with NABIP friends, hear important legislative updates and enjoy Golf Simulators. Attendees will also learn about Vensure PEO /

Solvo from **Sarah Smith** and **George Nachum**.

The cost is \$25 for members and \$50 for non-members.

For more information and registration, please click [HERE](#)

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 annually by every one 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](#).

DEI&B



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](#).

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