



E-blast Issue

NABIP-NJ NEWS



This Issue of the NABIP-NJ
News is sponsored by



Membership Update

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

February 2025



Don't Miss This Very Important Event!

Capitol Conference
February 23-26, 2025
Washington DC



This unique and inspiring event features
NABIP members from all corners of the
nation joining together in one, powerful
unified voice.

Be a part of the action. You'll never forget it.

A block of rooms has been reserved at:
Hyatt Regency Hotel
400 New Jersey Ave NW

growing your client base and keeping them well-informed!

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

Professional Designations

NABIP offers coursework to achieve the following designations. Click [HERE](#) or the links below for information on each individual designation:

- [Registered Employee Benefits Consultant \(REBC\) Designation](#)
- [Medicare Advantage Certification](#)

Washington, DC 20001

Click [HERE](#) for information, registration and to book your hotel room!

**Join NABIP-NJ for dinner at Carmine's
Monday, February 24 at 6:30 p.m.**

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

Dinner Sponsorships are available!

[Register for Dinner at Carmine's](#)



NABIP New Jersey Annual Conference

TOGETHER, WE BUILD AN
EMPIRE!



**May 5-7,
2025**

Caesars,
Atlantic City, NJ



Sponsorships Now Available!

**NABIP-NJ Annual Conference
May 5 - 7, 2025**

**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.

Spotlight on Susan McCreery



This month we are pleased to highlight **Susan McCreery**, Treasurer for the South Jersey chapter. She is a Broker Executive with Kistler Tiffany Benefits, working with brokers for consumer and Medicare applications in New Jersey.

She is originally from Marlton, but now lives in Mount Laurel, just one town over from where she grew up, with her two cats.

Before entering the insurance industry, Susan worked at a bookstore, where a chance interaction changed the course of her career. One day, a gentleman brought in his daughter for help finding books for school.

“After chatting with both of them, I called other stores including our ‘competitor’ to put a book on hold for them,” she recalled. “He was so impressed that I reached out to a competitor that he asked me to come in and interview at his company. That was 23 years ago.”

Ever since, she has been a strong force in the industry. She earned the title of Broker Executive two years ago, and prior to that, she worked with the Kistler Tiffany Wholesale Implementation team, handling items such as new business submissions, plan changes, and terminations.

After taking on her new position in 2023, Susan turned her focus towards expanding her network. Ever since joining NABIP-NJ, she has stronger and higher quality connections than ever before.

“I was moving from a basic implementation role to a more broker-facing role,” she said. “NABIP-NJ seemed like the perfect place to increase my connections.”

Susan has been a proud member of the South Jersey chapter for two years and currently serves as the Treasurer. “This year, I would like to attend more of the NABIP-NJ events,” she said. “I’m also going to Capitol Conference in February and I am greatly looking forward to it.”

She strongly recommends that young brokers get involved with NABIP. “We need more new blood in the chapters!” she said. “Reach out to your General Agency partners and your Carrier partners with questions.”

What is something we don’t know about Susan?

“I enjoy collecting ‘useless trivia’ and play on a weekly Trivia Challenge team at a local sports bar with friends and family,” she shared. She then brings these handy, dandy facts back to work, where there is no such thing as “useless information.”

Chapter Reports

South Chapter



Last month, the South Chapter hosted a 2-credit Virtual CE course titled “Vision Benefits and Vision Care 101.” It was presented by Rick Renna of the National Vision Administration, LLC.

“Thank you to Rick for donating his time,” South Chapter President Jessica Jones said. “It was a very informative presentation, and our members got a lot out of it.”

Looking ahead to February 11, the South Chapter will host a WOW meeting at the Westin in Mt. Laurel from 8 am – 12 pm. The meeting will feature a 1-credit CE course, “Overcoming Challenges Clinical and Cost Transparency,” presented by **Colleen Patterson** of Savoy Associates. **Jon Selby**, President of Rebellis Group, will also speak about Medicare Advantage trends and final rule and what that means for independent brokers. Lastly, **Octavius Gould**, Executive Coach and Keynote Speaker will give a presentation.

The cost is \$40 for members, \$50 for non-members.

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



Coastal Chapter



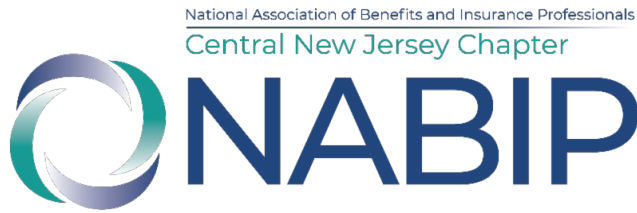
On January 15, the Coastal Chapter held a Virtual CE course from 9 – 11 a.m. The course, “Ethics Role in Affordable Healthcare,” was taught by **Steve Honig** and was free for all attendees.

“Thanks to Steve for another great course,” Coastal Chapter President **Jena Brenner**

said. "It is always a pleasure to hear Steve's wealth of knowledge."

Please visit the NABIP-NJ Calendar at www.nabip-nj.org for upcoming Coastal Chapter meetings.

Central Chapter



The NABIP-Central Jersey Chapter hosted a 2-credit CE on January 16 at the Omega Diner in North Brunswick. The course, "Healthy Habits of Highly Effective Brokers, How to Maximize Client Satisfaction in the Insurance Industry," was presented by **Wendy Ebner** of Savoy.

"Learning how to better service our clients is very beneficial to all of us," Central Chapter President **Melissa Vanduyn** said, "Thanks to everyone who attended."

On February 13, the Central chapter is holding an ancillary carrier panel discussion, moderated by **Scott Blackburn**. The participating carriers include Beam, Delta Dental of NJ, MetLife and Principal.

The cost is \$20 for members and \$40 for non-members.

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



Northern Chapter



On January 29, the North Chapter enjoyed drinks and appetizers with their NABIP friends as they hosted a Hot Topics in the Tropics Meeting! The meeting, held at Bahama Breeze in Wayne, featured the hottest industry topics and smartest sales tips.

“What a great way to have some fun with our NABIP colleagues,” North Chapter President **Frank Basile** said. I hope everyone took something away from this.”



Coming up on February 20, the Chapter will host a Level Funded Carrier Panel, featuring the latest updates in the Level Funded Market for 2025.

Sponsors and participants include Aetna, AmeriHealth, Cigna, Horizon and UnitedHealthcare.

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

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



What is LPRT?

NABIP's Leading Producer Round Table (LPRT) encourages excellence among its members by recognizing their sales achievement.

LPRT members demonstrate exceptional professional knowledge and outstanding client service. NABIP formed the Leading Producer Round Table in 1942 to recognize the successful underwriters of accident and health insurance. Today, NABIP and the LPRT Committee are committed to making LPRT the premier program for top health, disability long-term care and worksite marketing insurance producers, carrier representatives, carrier management and general agency/agency managers.

To qualify for LPRT, you must be actively employed in the health insurance industry and make positive contributions in your professional endeavors. For more information visit www.nabip.org.

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