



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

January 2025

NABIP-NJ Spreads Holiday Cheer with Another Unforgettable Party Season!



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.

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](#)



Wishing Everyone a
Happy, Healthy
New Year!

2025 Capitol Conference



Join us for NABIP's 35th Capitol Conference, from February 23-26, where over 600 top insurance and benefits professionals will converge in Washington, D.C. for a dynamic exchange of ideas and strategies with healthcare policymakers, influential industry leaders, and elected representatives.

ARRIVE ON SATURDAY: Sunday is packed with activities including chair training, networking opportunities with sponsors and exhibitors, a meet and greet featuring NABIP CEO Jessica Brooks-Woods, and various social events.

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

Book Your Hotel

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.

**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!

Click [HERE](#) to register!

A promotional banner for the NABIP New Jersey Annual Conference. The banner features a blue background with a large, stylized image of the Colosseum in Rome, bathed in warm sunlight. The text "TOGETHER, WE BUILD AN EMPIRE!" is prominently displayed in large, bold, blue letters with a white outline. To the right, the dates "May 5-7, 2025" and the location "Caesars, Atlantic City, NJ" are written in white. The NABIP logo is visible in the top left corner of the banner.

 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 Chris LaDelfa

This month we are highlighting **Chris LaDelfa**, Membership Chair for the New Jersey South Board. He also works at Xchange Benefits, LLC as Senior Vice President, Captive Solutions.



Chris was born in Framingham, MA and grew up in Ridgefield, CT. After marrying his college sweetheart, he moved to Moorestown to raise their three children. As of 2018, he and his wife, Kristina, live in Riverton, NJ, with their children and two dogs - one golden retriever and one English bulldog named Sir Paw McCartney - "Mack."

In 2003, Chris was on the hunt for a position that did not involve a lot of overnight travel so he could be home to help raise and coach his kids. While having lunch with a close friend, he learned about a small, privately held brokerage agency with an office in Mount Laurel that was

looking for salespeople. "I happened to know the owners from my community," he said. "I joined the firm, and that led to a fourteen-year career in benefits consulting."

During his fourteen years as a broker/consultant, he was active with NABIP-NJ to network, learn and stay up to date with state and federal regulations. He appreciated the constant learning and wanted to continue earning education credits. "When I found myself back in a broker-centric distribution model, it was a simple decision to rejoin NABIP," he noted. After attending a Central NJ chapter event and meeting, he, along with **Dom Fanuele** and **Jessica Jones**, agreed to join the board and help grow their chapter.

"My focus for NABIP this year is on member retention and re-engaging those that have been less active than in the past," Chris said. "We have an extremely talented and diverse membership in the state, so we are striving for greater member participation in our events." He wants to work with the other Membership Chairs to strengthen the organization, improve meeting value and gain more opportunities to recruit new members.

Chris encourages young brokers to ask as many questions as possible. "You gain more trust taking time to get someone the correct answer than you do if you give bad information quickly," he noted. "Also, I would strongly encourage you to seek a mentor within your organization to help you develop a solid foundation."

What is something we don't know about Chris?

"Before I began my career in the insurance industry, I was a US Air Force certified Night Vision Goggle (NVG) test and maintenance expert," he shared. With this, he traveled around the country and abroad as a civilian contractor training US and NATO forces how to optimize NVG performance for the pilots.

Chapter Reports

South Chapter

National Association of Benefits and Insurance Professionals

Southern New Jersey Chapter



Coming up on January 14, the South Chapter will host a 2-credit Virtual CE course from 9:30 - 11:30 a.m. The course, "Vision Benefits and Vision Care 101," will be presented by **Rick Renna** of National Vision Administration LLC.

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

Coastal Chapter



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

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

Central Chapter



The Central Chapter will host a 2-credit CE on January 16, 8:30 - 11:30 a.m at the Omega Diner in North Brunswick. The CE, “Healthy Habits of Highly Effective Brokers, How to Maximize Client Satisfaction in the Insurance Industry,” will be presented by **Wendy Ebner** of Savoy. Hot breakfast will be included.

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

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

Northern Chapter



On January 29, the North Chapter will host a Hot Topics in the Tropics Meeting! The meeting, held at Bahama Breeze in Wayne will feature the hottest industry topics and smartest sales tips.

Enjoy apps, drinks and fun with your NABIP friends!
Cost is \$25 for members and \$50 for non-members.

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

State Event

Volunteer with NABIP-NJ at the Food Bank of NJ on January 22 from 1-3 pm. Food donations are welcome!

Deadline to register is Friday, January 17.

Click [HERE](#) to register.



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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