



E-blast Issue

NABIP-NJ NEWS



This Issue of the NABIP-NJ
News is sponsored by



June 2025



NABIP New Jersey Annual Conference

TOGETHER, WE BUILD AN
EMPIRE!

May 5-7,
2025

Caesars,
Atlantic City, NJ



The NABIP-NJ Annual Conference Was a Great Success at Caesars in Atlantic City!

The convention hall was packed with attendees, sponsors and exhibitors as the 2025 NABIP-NJ Annual Conference headed to its new venue, Caesars Hotel in Atlantic City.

This year's conference, held May 5-7, had everyone excited for the new location, as they attended CE classes, networked with friends and co-workers and noted the many recent renovations at the hotel.

Chaired by incoming President **Jim Lardiere**, many say the volume of attendees and caliber of programming at the conference yielded an even better outcome than the already-high expectations.

"The exhibit hall was continually packed with brokers from across the state, allowing valuable networking time for all," Lardiere said. "We received plenty of strong feedback from the vendors that there was a constant flow of traffic and they were very pleased with the opportunity to meet so many new brokers. Many new and lasting friendships were made during this conference."

Membership Update

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

Brett Arnold

Marc Bryant

Tyler Buff

Brian Debbie

Jared Ferguson

Ryan Gerrity

Kervens Leon

Glinis Mateo

Genesis Munoz

Sapan Patel

Nicole Solotist

Sheila Stith

Bill Webb

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.

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](#)



The conference began with another outstanding golf outing, led by **Greg Roth** and **Katie Skilton**. Despite some drizzle, golfers had a great day and returned to the conference ready to get down to business.

The conference featured a total of 11 available CE credits over the three days, including presentations by FNA, Savoy, Clarity, Aetna, AmeriHealth and OCA. Attendees said the entire program was very informative and relevant to the current marketplace.

This year's NABIP-NJ After Dark Party was a huge hit with stronger attendance than ever!

It was held in the Wild Wild West Casino and featured live entertainment from local favorite Nick Ryan and the Mess. There was eating, drinking, dancing and laughter as the crowd enjoyed the live Jersey Shore rock band, a NABIP-NJ favorite.

"People were having so much fun, no one wanted the night to end," Lardiere said. "The dance floor was packed the whole time!"



NABIP-NJ 2025: Keynote Presenter

This year's keynote speaker was **Andy Neary**, a speaker, author, podcast host and coach to the insurance industry, who spoke about best practices, skills and habits needed for success. His focus was ways in which NABIP members can expand their businesses using the latest marketing tools available. The key, he said, is to constantly be marketing.



NABIP-NJ 2025: Hospital & Physician System Leaders Panel

Conference attendees participated in a thoughtful and productive discussion with hospital executives, drilling down on critical topics facing the health insurance industry.

The panel, moderated by Jim Lardiere, included **Patrick Ahearn**, CEO of Community

Medical Center, **Kevin Joyce**, Vice President of Insurance Networks at Atlantic Health Systems and **Dr. Kenneth Sable**, Regional President, Southern Markets at Hackensack Meridian Health.

The conversation focused on healthcare costs versus quality, commenting on historic, current and future trends along with giving advice for brokers on advising employer clients, employees and families in navigating the health insurance and healthcare system.

“We want to thank our esteemed panel for joining us in this discussion,” **Lardiere** said. “It was eye-opening, and we were privileged to have their insight as part of our convention.”



Pictured left to right: **Jim Lardiere**; **Kevin Joyce**; **Kenneth Sable**; **Patrick Ahearn**

NABIP-NJ 2025: Wellness Event

The convention also featured its tenth-annual wellness event, “The Boardwalk Empire Challenge.” It was a great way to walk or run on the legendary Atlantic City boardwalk for some fresh air and move our bodies after a full day in the convention hall.



Congratulations Award Winners!

Louis G. Mattei Achievement Award

The 2025 **Louis G. Mattei** Achievement Award was given to **Sandy Gibson** for her ongoing service, sacrifice and dedication to the association. She has been involved with NABIP-NJ for more than 25 years, holding many positions including President of NABIP-NJ and President of the Central Chapter, twice.

"Sandy is always willing to go the extra mile for the association," past Lou Mattei award winner **Staci Grant** said. "She's creative, efficient and, when she sets a goal, she achieves it. She led the NABIP-NJ Central Chapter to achieve NABIP National Platinum Certification two years in a row, marking only the third chapter in association history to do so. We applaud Sandy's dedication."



President's Award

NABIP-NJ also recognized the tremendous efforts of **Jim Lardiere**, naming him the recipient of the 2025 NABIP-NJ President's Award.

"Jim has a tireless work ethic, and his enthusiasm is infectious," NABIP-NJ President **Lauren McCann** said. "He has always treated his involvement with this association as more than just a volunteer position, dedicating countless hours and hard work towards the furtherance of our mission."



Pictured left to right: **Katie Skilton**, NABIP Immediate Past President; **Jim Lardiere**, President's Award Recipient

Rising Star Awards



Rising Star and Shooting Star awards were also presented, recognizing both rising and consistently active NABIP-NJ members who have generously given their time and energy to the success of the association.

Maggie Abitanto, Brandi Bowers, Chris LaDelfa and Ray Tropiano were awarded the Rising Star awards, representing up-and-coming members on chapter boards.

Pictured left to right: **Katie Skilton**; NABIP Immediate Past President; **Maggie Abitanto**; **Brandi Bowers**; **Ray Tropiano**

Shooting Star Awards

The Shooting Star awards recognized those who have been a steady part of the chapters over the course of many years. Congratulations to those pictured here, left to right: **Sandy Gibson, John Crotty, Melissa Vanduyn, Angie Wilson and Jena Brenner**.



And last, but not least, the torch was passed to **Lardiere**, named NABIP-NJ President, effective July 1. We greatly appreciate **McCann's** service as outgoing President!

Congratulations 2025-2026 NABIP-NJ State Board

Congratulations to NABIP-NJ's incoming board:

President: **Jim Lardiere**



Immediate Past President: Lauren McCann

President-Elect: Gregory Roth

Vice President: Chris Vanderwolk



Treasurer: Ross Honig

Secretary: Jena Brenner

Chapter Reports

South Chapter



is \$35 for members and \$50 for non-members.

The cost for the golf outing is \$75 for members and \$125 for non-members.

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

The South Chapter will host its rescheduled Annual Golf Outing on June 24 from 10:30 a.m. – 6:30 p.m. For non-golfers, there will be a CE class, *Overview of Medicare, Low Income Subsidies*, taught by **Angie Wilson** of Savoy, which will take place at noon. The cost for the CE

Coastal Chapter

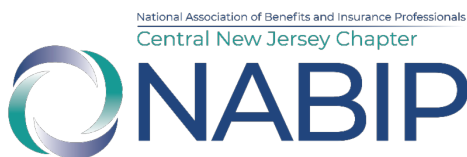


The cost is \$20 for members and \$50 for non-members.

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

On June 18, the Coastal Chapter will host its June meeting at Jumping Brook Country Club from 8:30 – 11 a.m. The meeting will feature a CE course, *A Look at Current and Emerging Vision Care Technologies*, taught by **Rick Renna** of NVA. A full breakfast will be included.

Central Chapter



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

On June 18, the Central Chapter will host a Happy Hour at Galloping Hill Golf Club from 3 – 6 p.m. Join us for cocktails and appetizers with friends and colleagues.

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

Northern Chapter

On June 25, the North Chapter will host a webinar which will include two 1-credit CEs. Both



CE courses, *Benefit Administration Systems - Easily Manage Insurance Benefits and Taking a Closer Look at Voluntary Benefits* will be taught by **Ryan Doyle** of Principal.

This webinar will be free for all attendees.

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



What is LPRT?

Did you get signed up for the LPRT? It's open! Who's joining me this year on the elite panel? The LPRT Application is open and live:

[Click Here for LPRT Application](#)

Please take a minute to look into this if you are a carrier rep OR agent/broker/producer in Colorado. As an LPRT member, you will enjoy discounts to NABIP-Colorado events as well as be able to register for the LPRT event at the National Convention in Miami!

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.

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