



This Issue of the NABIP-NJ
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Membership Update

Summer 2025

Summer is in Full Swing: Chapter Happenings Across the State

Central Happy Hour



Coastal Golf Outing



Coastal June Meeting



North July Meeting



South Jersey Golf Outing



Summer Sizzles in the Garden State

The **Central Chapter** held its summer happy hour event on June 18 at The Hill Tavern in

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

James Blumetti

Ricardo Carpenter

Sandra DePasquale

Jake Hering

Morgan Lade

Andrea Madonna

Daniel Roslokken

Nichelle Santos

Linda Schwimmer

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.



Kenilworth.

The chapter celebrated visionary leadership, steadfast dedication, and overall excellence. Congratulations to **Melissa Vanduyn** for her

incredible service as President and good luck to **Michele Burke** as she steps into the role!

The **Coastal Chapter**

held a 2-credit CE course on Wednesday, June 18 at Jumping Brook Country Club in Neptune. The course, focused on current and emerging technologies in vision care, was taught by **Rick Renna** of NVA.



The chapter inducted the 2025–2026 board and celebrated the incredible dedication of **Tim Connolly**, who delivered a legislative update and was honored with the NABIP Board of Directors Award for his outstanding service to the association.

Congratulations to **Nick Matrongolo** for being inducted as the new Coastal President and thank you to **Jena Brenner** for her dedication to the chapter as president the past year.

On July 21, the Coastal Chapter held its Annual Golf Outing, organized by our incredible golf committee. Special thanks to **Barrie Krywinski** and **Carin Hep** for all the behind-the-scenes work that made the day run smoothly.

Thanks to everyone who came out and supported. The chapter is proud to share that they were able to donate \$1,500 to Fulfill of Monmouth County!



The **North Chapter** hosted a 2-credit CE breakfast at the Cloverleaf Tavern in Caldwell. The class, *Healthy Habits of Highly Effective Brokers: How to Maximize Client Satisfaction in the Insurance Industry*, was taught by **Wendy Ebner**, Savoy and sponsored by **Joseph Bosotina**, Selerix.

The **South Chapter** hosted its rescheduled golf outing on June 24 at Rancocas Golf Club in Willingboro. Despite the heat, members showed up strong for a day full of golf, networking and education!

A special shoutout to **Angelica Wilson**, who led a 2-credit CE course, *Overview of Medicare: Low Income Subsidies, VA and TRICARE*, and was sworn in for her second term as Vice President of the chapter.



Check the [NABIP-NJ calendar](#) for all upcoming events and meeting.

Register for the 2025 State of the State in Healthcare



THURSDAY, OCTOBER 9, 2025

7:30 AM - 12:00 PM

**DELTA HOTEL
ISELIN, NJ**

Tentative Agenda

7:30 - 8:30 a.m - Breakfast and Networking with Sponsors
8:30 - 10:10 - General Session
10:10 - 10:30 - Break with sponsor networking
10:30 - 12:30 - General Session

Sponsorships are Available!

SPONSORSHIP PACKAGES

To secure your sponsorship, please contact us at 908-349-0789 or info@nabip-nj.org. Or visit nabip-nj.org to register online.

Premium Sponsorship *ONLY FOUR AVAILABLE

\$4,000

- ▶ Introduction of speaker or panel – 3 minutes speaking time
- ▶ One Exhibit Table during Networking Breakfast
- ▶ Four attendees to the event including breakfast
- ▶ Two dedicated social media posts
- ▶ Full page ad in the Event program
- ▶ Signage at the event recognizing your sponsorship
- ▶ Recognition in email blasts about the event

Partner Sponsorship

\$2,500

- ▶ One Exhibit Table during Networking Breakfast
- ▶ Two attendees to the event including breakfast
- ▶ One dedicated social media post
- ▶ 1/2 page ad in the Event program
- ▶ Signage at the event recognizing your sponsorship
- ▶ Recognition in email blasts about the event

Table Sponsorship

\$1,000

- ▶ One table of 8 attendees at a prominent location in the General Session
- ▶ One group social media post
- ▶ Your logo in the Event Program
- ▶ Signage at the event recognizing your sponsorship
- ▶ Recognition in email blasts about the event

Program Sponsorship - One attendee

- ▶ \$1,000 – Full page ad
- ▶ \$750 – Half page ad
- ▶ \$500 – Quarter page ad
- ▶ One attendee to the event including breakfast
- ▶ One group social media post



[Click HERE to learn more and register](#)

Spotlight on Alison Hummel



This month we are highlighting **Alison Hummel**, a proud member of the South Jersey chapter and an independent Medicare broker and agency owner.

Alison lives in Cherry Hill with her 12-year-old son, Cash. In the summer, they spend time in West Cape May, where Alison grew up. Cash and his friends run a thriving lemonade and iced tea stand, complete with employees so he can sneak off for fishing trips nearby. "He's got the business bug already," Alison said, with a laugh.

Seventeen years ago, while living in Philadelphia, Alison's career path took shape thanks to the guidance of her friend and mentor, **Remy Richman**, who was then a VP of Sales in National Accounts at Aetna.

Inspired by Remy's success and generosity, Alison entered the industry on the carrier side at Aetna in Medicare broker sales. She later spent time at IBC before deciding to forge her own path. Today, she's the founder and owner of her own Medicare agency, launched just more than 15 months ago.

"We're growing strategically," Alison said. "I want to build a strong foundation of clients before expanding with more brokers. We already have two independent agents on board and are focused on providing training, leads, and support."

As an independent agent, Alison recognized the importance of staying connected and involved. She has recently joined the legislative committee for the South Jersey chapter after attending the Capitol Conference and is eager to do more.

“Being on your own can be isolating,” she said. “I first became aware of NABIP when I was at Aetna, and I knew I needed to be part of a larger community. The people and the education NABIP offers are unmatched.”

“My goal is to give back and become more involved,” she added. “I’ve found that when I give, it comes back to me in unexpected ways. And along the way, I’ve made great friends—that’s always a plus.”

To young brokers, Alison offers this advice: “Ask questions about the important things to the people you see who are both successful and happy. Listen to what they say, apply it to your own life, and share it forward.”

What’s something we don’t know about Alison?

“When I’m not running the business or being a mom, I’m probably working out like there’s a zombie apocalypse coming—or playing tennis.”

Check out NABIP's Programs

President's Triple Crown Program

NABIP created the [President's Triple Crown Program](#) to recognize those 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](#).

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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