



President's Message

SPEAKING WITH ONE VOICE

Sorry I'm late! February is a short month made even shorter with holidays and the annual trip to Washington DC for Capitol Conference (CapCon). So, let's pretend there are 31 days in February...making this the February 2023 NABIP-Dallas Newsletter.

This edition is full of legislative and regulatory updates both at the state and national level. We summarize the goings-on in DC and encourage you to attend the State Day at the Capitol at the end of March.

We also have our full line-up of speakers and events available on our website with registration open for all! Go ahead and register for each one, setting your calendar to repeat on the 3rd Wednesday of each month! Something for everyone!!

Cheers!

Jen Stanley, President



Regulatory & Legislative Updates

LONE STAR STATE UPDATES

Congress is in Session!

The Texas Legislature meets in regular session on the second Tuesday in January each odd-numbered year. The Texas Constitution limits the regular session to 140 calendar days. The 2023 session opened on January 10, 2023. Since one of the major outcomes of the 2021 regular and special sessions was redistricting due to the 2020 census results there has been a lot of new committee assignments this session. Insurance matters in the House are assigned to the House Insurance Committee. The members of that committee are:

House Insurance

Chair, Dr. Tom Oliverson (R-Houston, HD 130)
Vice Chair, Rep. Ann Johnson (D-Houston, HD 134)
Rep. Briscoe Cain (R-Deer Park, HD 128)
Rep. Dennis Paul (R-Houston, HD 129)
Rep. Mary Ann Perez (D-Pasadena, HD 144)
Rep. Philip Cortez (D-San Antonio, HD 117)
Rep. Caroline Harris (R-Round Rock, HD 52)
Rep. Lacey Hull (R-Houston, HD 138)
Rep. Julie Johnson (D-Dallas, HD 115)

Insurance matters in the Texas Senate have been under the Business & Commerce Committee in the past. This session, due to some conflicts, insurance matters have been moved to the Senate Health and Human Services Committee. In the past Health and Human Services was responsible for Medicaid Managed type bills so new commercial insurance issues is a good fit but also very new to this committee. The member assignments for this session are:

Senate Health & Human Services:

Chair, Sen. Lois Kolkhorst (R-Brenham, SD 18)
Vice Chair, Sen. Charles Perry (R-Lubbock, SD 28)
Sen. César Blanco (D- El Paso, SD 29)
Sen. Bob Hall (R- Edgewood, SD 2)
Sen. Kelly Hancock (R- North Richland Hills, SD 9)
Sen. Bryan Hughes (R – Mineola, SD 1)
Sen. Morgan LaMantia (D - S. Padre Island, SD 27)
Sen. Borris L. Miles (D – Houston, SD 13)
Sen. Kevin Sparks (R – Midland, SD 31)

Since a number of the committee members are new our Lobbyist, Mike, and Shannon Meroney, have been busy educating legislatures in Insurance 101.

The deadline for bill filing is March 10, 2023. Over 4600 bills have been filed as of February 23. The NABIP-Texas Legislative Committee has been meeting weekly to review bills that affect our industry and consumers in health and healthcare. A few of the Bills they are reviewing are:

HB 711 - Banning anti-competitive contract practices.
HB 290 - Creating MEWAs of one owner, expanding eligible business structures.
HB 1692 - Prohibiting facility fee charges for ER facilities not attached to a hospital.
HB 999 - Applying drug coupons, rebates, discounts to enrollees co-pay credits.
HB 1001 - Streamlining consumer choice benefit plans.
HB 1073 - Creating PPO/EPO options for concierge medicine plans.
HB 1726 - Creating payment parity for telemedicine and office visits.
HB 2021 - Applying all pharmacy and PBM regs to self-funded/ERISA plans.
SB 344 - Creating a State Based Health Insurance Exchange.
SB 451 - Creating a new disclosure template for any non-comprehensive policies.

Regulatory & Legislative Updates

We expect many more bills to be filed before the deadline. As we all learned in School House Rock (<https://youtu.be/Otbml6WIQPo>) there is a lot of debate, discussion, and revisions before a bill becomes a law. Some bills will never make it out of committee at all! Your legislative Committee with NABIP Texas will be very busy following, discussing, helping legislatures and our members understand the issues and potential laws that will affect you and your clients.

How can you help?

1. Review the bills and follow their travel through the legislative process at <https://capitol.texas.gov/>.
2. Contact the NABIP Texas Legislative Council if you have any questions or input on Bills that have been filed. Email legecouncil@tahu.org and let us know.
3. Get to know your local Legislatures and become a Key Contact. The Key Contact program gives you the opportunity to help educate and be a resource for your representative. Email keycontacts@tahu.org.
4. Attend Day at the Capital on March 22, 2023, in Austin. You will have an opportunity to meet with staff and representatives to help get our message out. DAC is also a great way to really learn the ins and outs of the Texas legislative process. Email keycontacts@tahu.org a screenshot of the results when you plug in your home address to [“Who Represents Me?”](#)

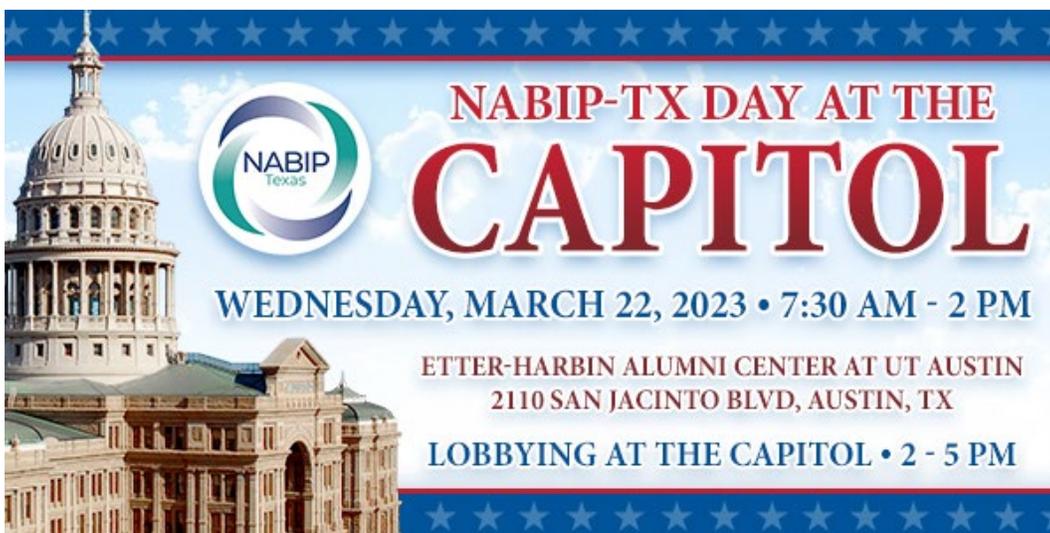
A lot of things can happen between now and May 29th when the regular session closes so please stay involved.

Register for NABIP-Texas Day at the Capitol in Austin

This informative day full of perspectives on policies and politics will provide a forum to identify key issues affecting our clients. This is your chance to be on the leading edge of change in our industry. Don't miss this opportunity to have your voice heard! [Register NOW!](#)

Through March 6th \$75/Members; \$100 Non-Members

After March 6th \$90/Members; \$115 Non-Members



Regulatory & Legislative Updates

ACROSS THE NATION

Healthcare Happy Hour

Subscribe to the NABIP Healthcare Happy Hour podcast. January's episodes included:

Healthcare items in the year-end omnibus bill, Committee Assignments, M&A for Medicare Agents, CapCon tips and tricks.



NABIP-PAC SUCCESS!

A message from our Region VI Vice President and Dallas Member, Doris Waller

Thank you! This is most impressive, three of our six States achieved 100% and Region VI (that includes Texas) was awarded the Highest percentage of increase in contributions, Well Done!!! Thank you all for supporting our PAC efforts and most importantly a **MASSIVE THANK YOU** and **CONGRATULATIONS** to our **PAC Queen Bee Tonya Booth**, we could not have done this without her. Over a dozen states achieved 100% of their attendees contributing to NABIP PAC. Texas was one of them! That means that everyone saw the value of contributing and saw their dollars in action!

Highest Pct of Contributing Members (501+) TEXAS (1249 members at 14.98%)

Highest percentage of increase in contributions Region VI



Misty Baker, NABIP Legislative Council Chair

John Green, NABIP Lobbyist (Republican)

Paula Harrington, NABIP-Dallas Legislative

Tonya Booth, Region VI PAC Chair.

Kelly Fristoe, NABIP President.

Debbie Gilbert, Mike Smith, Yun Chalif.

Upcoming Events

MEMBERSHIP DRIVE, HAPPY HOUR, AND FUN!

March 7th: Happy Hour and Membership Drive at Rodeo Goat from 4- 7 PM



All members and guests are welcome! Let us know you're coming by registering [here](#).

Members, the top recruiter in Texas gets a \$600 gift card or the same applied to the NABIP-Texas Convention in Houston.

March 9th: Broker Fest, March 9th, 10-2.

Warner Pacific, a leading General Agency.

Broker Fest is exclusively for Life & Health agents. Kicking it off is keynote speaker and NFL Hall of Famer Emmitt Smith, followed by a fireside chat featuring Janet Trautwein, CEO of the NABIP, and Warner's Co-CEO, John Nelson. You can register [here](#).



NABIP-Fort Worth Golf Tournament

Register [here](#).

NABIP-Fort Worth Charity Golf Tournament

March 27th

Bear Creek Golf Club, Dallas



Upcoming Events

MONTHLY MEETING LINE-UP

3rd Wednesday of Each Month: 11:30-1:15

Luncheon sponsored by



March 15: Utilizing the 3 “Avenues” of Facebook to Market your Business.

Join Leslie Shields, of The Shields Agency, and Shyanne Pruit, marketing creator (and NABIP-Dallas’ website designer!!!) in learning how these two women have used social media to grow their businesses.



April 19: The Good, The Bad, and the Benefits.

Mallory Herrin, SPHR, SHRM-CP, Principal HR Consultant at HerrinHR

As trusted advisors, many brokers are hands on with clients when it comes to administrative HR tasks that would typically be handled by an in-house HR professional. However, outsourcing these tasks may be a better option. HR professionals and brokers coupled together can create an advantageous. Join Mallory Herrin to get an insider’s perspective.

May 17: Coffee Wisdom: Lessons from Brokers in Cars Getting Coffee.

Reid Rasmussen. CE 126430

How did brokers adjust their businesses recently? What innovations are worth the effort this year? How are diverse professionals succeeding in our industry? Brokers are sharp, and they've got a lot to say. Especially if you get them out of their office and soften them up with a great cup of coffee.



June 21: Individual Coverage HRAs (ICHRAs).

Ron Cornwell, Milliman. CE 131638

A new way to do group health insurance. Learners will understand where ICHRA's came from as well as how they work for employers, employees, and brokers.

Upcoming Events

MEDICARE SUMMIT: JULY 19TH

Learn the Solutions to Selling the Problems

The 2023 Medicare Summit committee has been busy planning the Summit. We have four wonderful CEs lined up and a Keynote speaker Greg Gurnokian. He has a YouTube Channel, Medicare Rockstars, and is a published author. We are looking forward to his inspirational Keynote.

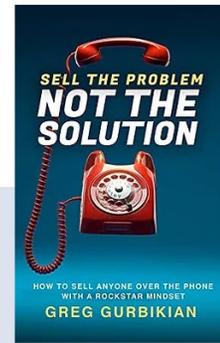
Group agents don't get the month off. Our Lunch Speaker is designed for all members, not just those in the Medicare space. There's always something for everyone on the 3rd Wednesday.

Lunch Speaker Craig Horton with SSDC Services.

Maximizing Medicare in Small Employer and TPA Populations

Identifying disabled members and spouses of self-insured populations, obtaining Medicare for them and systematically educating the aging-in population generates savings for plans and brings great benefits for the members. SSDC will share its over 30 years of experience in working with private, governmental, and labor trusts. We will share allowable education approaches, population survey techniques, and data analysis methods that can help brokers and other representatives bring value to their customers.

We are calling all Sponsors. If your company specializes in products for our ever-expanding baby boomer senior market or the agents selling them, we need you at this event. [Opportunities available here.](#)



Free Book

All attendees will receive this book!

Register [here](#). \$40 Members; \$50 Guests.

Dallas Board Meetings – Noon on the 2nd Wednesday of Each Month

Open to all members. See the log-in information from our [Calendar](#).

In a CE Crunch?

Not all of our Dallas meetings feature Continuing Education credit. That's ok! The Lonestar Virtual Chapter offers CE – FOR FREE – from the comfort of your own home. | Register at www.lonestarahu.org.

New Members & Membership Benefits

WELCOME NEW MEMBERS!

Don	Davis	Davis Insurance
Kimberly	Ferrusca	Delta Dental
Darcey	Fulton	Humana
Letti	Valero	RHSB
Amanda	Walker	Texas Insurance Resource

As a new member, you get your next lunch on the house. Email dahu.org@gmail.com to confirm your registration.

MEMBERSHIP BENEFIT HIGHLIGHTS

Your NABIP membership makes you part of an elite group of health insurance professionals — those who have dedicated their careers to the principle that everyone should have adequate and affordable health insurance coverage.

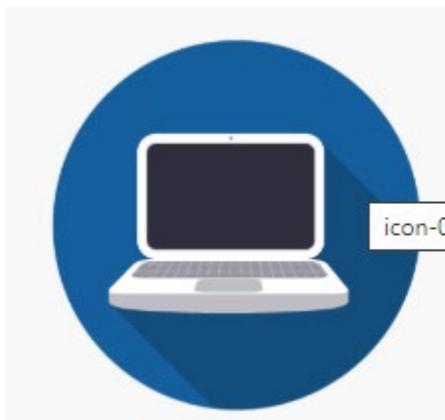


GETTING STARTED

To get started, go to nabip.org

1. Click on “Sign In” in the header.
2. Your login is defaulted to the business email address you provided NABIP upon joining.
3. Type in the password you chose when you joined NABIP.
4. Click here to reset your login or password.

If you have difficulties logging in, please contact membership@nabip.org



COMPLIANCE CORNER AND WEBINARS

We have created a special member’s only Compliance Corner that will help you make sense of all the changes brought about by healthcare reform. You can access the Compliance Corner from our homepage by clicking on “Membership Resources” then Compliance Corner. We encourage you to check this out regularly as new updates are continually being posted.

Additionally, located in our Compliance Corner are our webinars. NABIP has monthly compliance webinars that are free for all members. These webinars are restricted to the first 1,000 registrants. Within two days after the webinar has ended, the recording and slides will be available for members to access. To access the recording and slides, simply click on the “webinars” link in the Compliance Corner.

If you have questions regarding our webinars, please contact webinars@nabip.org

Partnerships through Sponsorships

GOLD SPONSORS



A Turn For The Better



THANK YOU TO OUR NEWSLETTER SPONSOR



Foster Benefit Resources, Inc.

Committed to Providing Quality Service Insurance Agents Deserve

Foster Benefit Resources is a full service general agency marketing fully insured and level funded employee benefits. We are designed to help your organization free up its resources so that you can concentrate on what's important...growing and retaining your business.

- Employee/Employer Benefit Presentations & Enrollment Meetings
- Renewal Meetings
- Carrier Updates
- Claims Inquiries
- Billing Inquiries
- Renewal Support, including alternate quotes & audits
- 24-48 hour quote request turnaround time for 1-50 employees
- Employee Additions/Terminations

We've been a trusted partner of UnitedHealthcare for over 30 years for small and large group health and ancillary benefits.

Best of all, there is no change in your commissions and you remain contracted directly with the carrier.

14911 Quorum Drive, Suite 100 Dallas, TX 75254
972-960-8718 phone
972-960-8854 fax
<https://www.fosterbenefits.com/>



Send quote requests to rates@fosterbenefits.com and see how Foster Benefits You!

- UnitedHealthcare
- UnitedHealthcare Level Funded

For more information about our services or to make an appointment with a Marketing Representative, please feel free to contact our office at 972-960-8718.

BRONZE SPONSOR

