

*Meet New 26/27  
NABIP-TX President  
Jennifer Pleasants*



**Inside:  
Jennifer Discusses  
Her Vision And Goals  
For Her Presidency**

**2026 Runoff  
Election Results**

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# FROM THE editor

## Convention 2026



**RON BYRD**

President  
BROKERS NATIONAL ALLIANCE

Once again, we wrapped up another highly successful and well-attended state convention. The 2026 convention in Corpus Christi again proved to be one of the best we have experienced in many years.

I cannot remember the last time we hosted a convention in Corpus Christi, but the city delivered a fantastic experience for our members and attendees. From reconnecting with colleagues to enjoying a night at the baseball park before the conference officially kicked off, the atmosphere throughout the week was outstanding.

Leading up to the event, there were many discussions about whether a convention held outside the larger metropolitan areas such as Dallas, Houston, San Antonio, or Fort Worth would attract strong attendance. Would members across Texas be willing to travel the extra distance to a city located farther from the center of the state? That question weighed heavily on many of us as future conventions are scheduled for lesser populated cities.

Personally, it especially caught my attention because the board is currently seeking feedback to determine if the convention should be held in South Texas - McAllen or South Padre Island - when Pete Jaramillo will be President elect. Living in the Rio Grande Valley, I hope to welcome everyone to South Texas so they can experience our unique culture and relaxed lifestyle that makes this region so special. A survey will be sent out shortly to get your feedback on this location.

As a member of the convention committee, I know firsthand how closely we watch registration numbers in the weeks leading up to the event. Early on, registrations were coming in slowly, which naturally created some concern about hosting in Corpus Christi. However, during the final two to three weeks before the convention, attendance numbers began climbing rapidly, and it became clear we were on pace to meet — and even surpass — the strong turnout we experienced last year in Galveston, just outside of Houston.

Corpus Christi did not disappoint. Attendance was outstanding, and the support from our members and industry partners was incredible. In fact, exhibitor participation was so strong that the exhibit hall overflowed into the hallway — a tremendous sign of the growing support behind our association.

As we now look ahead to conventions in Fort Worth and Houston before possibly arriving in McAllen, I feel reassured knowing that our members and guest don't

*(Continued on page 19)*



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## President's Message



# The Dawn of a New Era: My Final Message to NABIP-Texas

*By: Scott Long, President, NABIP-TX*

Fellow NABIP-TX Members,

As I sit down to write my final message to you as your state president, I am struck by how quickly this year has flown by—and more importantly, by the sheer amount of grit and resilience this association has displayed over the last 12 months.

We knew coming into this board year that we were stepping into a storm. Between leadership transitions at the national level, internal staff changes, and a shifting regulatory environment, it would have been easy for

# Age Of The Broker

our chapters to lose focus or pull back. But instead, Texas did what Texas always does: we showed up, we stayed the course, and we led with courage.

Right now, our industry is looking down the barrel of unprecedented evolution. We see carriers actively attempting to compress or completely remove commissions. We see the rapid, disruptive rise of Artificial Intelligence. But let's be very clear about why we are seeing this pressure: carriers are pushing back because the independent broker remains the ultimate shield for the consumer. We stand in the gap, protect-

ing our clients' interests over carrier margins, and that structural independence makes us essential.

As for the threat of AI? Let the administrative giants rely solely on automation. AI will inevitably disrupt organizations that exist purely to process transactions. But for the strategic, independent broker, this technology is our greatest asset. It strips away the mundane, administrative busywork, freeing us up to do what an algorithm never can: deeply understand our clients, build trust, and truly advise. We are not watching the twilight of our profession; we are standing at the dawn of the **Age of the Broker**.

None of this momentum happens by accident. It requires an immense amount of time, late-night emails, and emotional energy from volunteer leaders. I want to extend my deepest, **most heartfelt thanks to our state board, our executive team, and our local chapter leaders** who answered the call this year despite widespread volunteer fatigue.

We truly could not do this work without our outstanding management and legislative teams. To Lisa, Jessica, and Meredith with Jaffe—thank you for keeping this massive ship afloat and running flawlessly. To Mike and Shannon Meroney—thank you for keeping our legislative committee focused on what actually matters strategically, rather than letting us chase whatever happens to be irritating us at the moment.

To the membership at large: my final ask is that you stay involved. Raise your hand for a committee. Step up to lead a local chapter. The work we do protects the livelihoods of everyone in this association and the wellbeing of every client we serve.

On July 1st, I will proudly hand the gavel over to your next President, Jennifer Pleasants. She is an exceptional leader who embodies the heart and intelligence of Texas, and I have no doubt she will take NABIP-Texas to heights we haven't yet seen.

Thank you for the absolute honor of serving as your president. Let's keep moving forward.

Warmly,

**Scott Long** President, NABIP-TX





## 2026 Texas Runoff Election

Attorney Ken Paxton decisively defeated incumbent Sen. John Cornyn in the blockbuster Texas Republican U.S. Senate primary runoff election May 26, 2026: Paxton: 63.8% (~886,000 votes) vs. Cornyn: 36.2% (~502,000 votes). The race was one of the most expensive and bitter Senate primaries in U.S. history, with heavy spending and personal attacks.

President Trump endorsed Paxton about a week before the runoff, criticizing Cornyn for past lack of loyalty. This provided a major boost to Paxton, aligning with Trump's pattern of backing challengers against perceived disloyal incumbents. This marks the first time a Texas Republican U.S. Senator lost renomination and is part of a broader 2026 trend of Trump-backed challengers ousting incumbents. It was a clear win for the MAGA wing of the GOP over the establishment incumbent, driven heavily by Trump's late endorsement. Paxton will face Democrat State Rep. James Talarico in November 2026.

In the Republican primary runoff for Texas Attorney General, state Sen. Mayes Middleton defeated U.S. Rep. Chip Roy. Middleton won with roughly 55% to Roy's 45%. Middleton is a conservative Texas state senator (Galveston area), former Texas House Freedom Caucus chair, and oil/gas executive. He self-funded heavily (over \$16-17 million of his own



## Mike & Shannon Meroney

money) on ads and mailers. Roy is a U.S. Representative (TX-21), former federal prosecutor, and ex-top deputy to outgoing AG Ken Paxton. He had stronger initial name recognition and congressional experience but faced attacks over past criticisms of President Trump.

The race centered on loyalty to Trump and the MAGA movement. Middleton branded himself "MAGA Mayes," highlighted his 2020 election-related actions, and portrayed Roy as insufficiently loyal due to past breaks with Trump. Roy emphasized his conservative record, policy expertise, and experience in the AG's office. Middleton overcame Roy's name-ID advantage through massive self-funding and a late surge.

Middleton advances to the November 2026 general election against Democratic nominee state Sen. Nathan Johnson (Dallas), who defeated Joe Jaworski in the Democratic run-off.

In the Republican primary runoff for a Texas Railroad Commission seat, Bo French defeated incumbent Commissioner Jim Wright. The Texas Railroad Commission (RRC) is a powerful three-member elected body that primarily regulates the state's oil, gas, mining, and pipeline industries (despite the outdated name).

Jim Wright, the incumbent Republican commissioner (and at times chairman), was first elected in 2020. He had strong backing from Governor Greg Abbott, Lt. Gov. Dan Patrick, and traditional oil & gas industry groups, emphasizing his regulatory experience.

*(Continued on page 26)*

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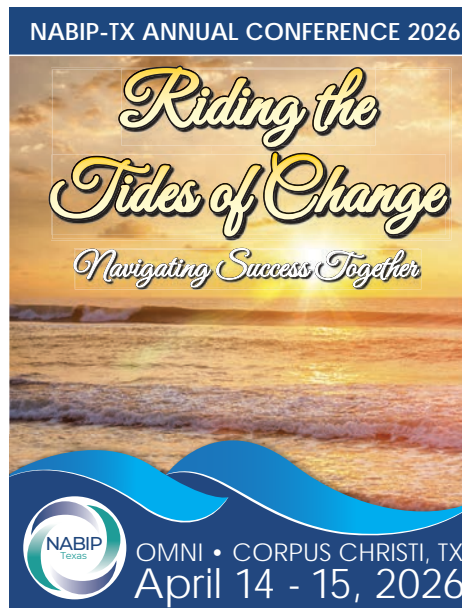


# NABIP-TX 2026 Annual Convention Delivers Education, Advocacy, and Celebration in Corpus Christi

The 2026 NABIP-TX Annual Convention officially kicked off on April 14 in Corpus Christi with an energetic opening session emceed by Nedra Clingan of the San Antonio Chapter.

Nedra welcomed attendees and introduced the Color Guard from Veterans Memorial High School in Corpus Christi, home to the first U.S. Coast Guard JROTC unit in the State of Texas, established on November 14, 2024. The presentation of colors was followed by a stirring rendition of the National Anthem by Patty Coronado of the South Texas Chapter and an opening prayer led by Pete Jaramillo, also of South Texas.

Nedra recognized first-time convention attendees before introducing the convention sponsors, led by Gyde as the convention's presenting sponsor. One of the convention's most notable achievements was another sold-out exhibit hall. Demand from exhibitors was so strong that additional vendor booths were placed in the main convention hall to accommodate overflow exhibitors. NABIP-TX President Scott



Long then called the annual membership meeting to order. During the meeting, members were presented with a special proclamation from the City of Corpus Christi recognizing NABIP-TX as a leading organization supporting health insurance and benefits professionals who serve individuals, families, and employers throughout Texas.

The proclamation officially declared April 14, 2026, as "NABIP Texas Appreciation Day," encouraging residents to recognize the organization's contributions to the health, well-being, and economic strength of Texas communities.

Past NABIP and NABIP-TX President Rusty Rice then administered the oath of office to the 2026-2027 NABIP-TX Board of Directors. Incoming President Jennifer Pleasants of the Coastal Bend Chapter shared her vision for the upcoming year and recognized the many volunteers whose efforts contributed to a successful convention. She also acknowledged the past NABIP-TX Presidents in attendance and later presented the annual chapter awards, which are featured elsewhere in this issue.



The educational program began with Angela Surra, Principal Benefits Expert at Mitratesh Mineral, delivering the convention's first continuing education session. She was followed by Angela Theesfeld, who presented "Professional Risk and Reputation: Compliance, Marketing, and AI for Texas Insurance Agents."

The first panel discussion focused on modern cost-containment strategies in health plans. Moderated by Scott Long, the panel featured Stacy Cochran of 90 Degree Benefits, Blake Allison, CEO of Employers Health Network, and Zach Zeller, Founder and President of ScriptCo. The panel provided valuable insights into innovative approaches employers can utilize to manage rising healthcare costs while improving employee outcomes.

The day concluded with a welcome reception in the exhibit hall, allowing attendees to network with carrier partners and exhibitors. Later that evening, convention attendees enjoyed a night at Whataburger Field, cheering on the Corpus Christi Hooks as they faced the Northwest Arkansas Naturals.

## **Day Two: Education and Industry Insights**

Day two began with a robust lineup of breakout sessions featuring industry experts from across the country. Pre-

senters included Misty Baker of CRC Benefits, Neil McNeil of Tokio Marine HCC – MedPlus, Ed Larned and Meredith LaRoe of Clarity Benefits, Latricia Smith of Solstice Benefits, Kylie Everhart of Kyra Health, and Theresa Clagg of iSolved.

The Medicare and ACA educational tracks, coordinated by Medicare Chairs Emily Trevino and Nicole Morgan, featured an outstanding lineup of presentations and panel discussions tailored to agents serving the senior and individual health insurance markets.

Additional continuing education sessions were presented by Steve McLaughlin of Agility Holdings Group, Jameson Keller of NCD, Victoria Cabrera of The Insurance Space, Gregg Segovia of PSM Brokerage, Will Johnson of Gyde, Ever Martinez of Allstate Health Solutions, and Valerie Kustelski of Ambetter Health.

The General Session featured nationally recognized healthcare innovator Lester J. Morales, Founder and Managing Partner of Disrupt Healthcare. His presentation, "Healthcare Isn't Broken: It's Working Exactly as Designed," challenged attendees to rethink traditional healthcare delivery models while exploring opportunities to improve transparency, reduce costs, and create bet-



ter outcomes for employers and employees.

Following Morales' presentation, Shannon Phillips Meroney delivered an insightful session titled "Deconstructing the 2026 Primary Elections and Their Impact on Healthcare Policy and Agents—What's Next?" Her presentation provided attendees with a timely analysis of the political landscape and its potential implications for the insurance industry.

Before the final panel discussion, PAC Chair Denise Villigran recognized chapters for their outstanding political advocacy efforts. The Houston Chapter received recognition for the highest total PAC contributions, while the South Texas Chapter earned honors for the highest percentage of member participation.

The convention's final panel discussion, moderated by Cliff Stubbs, owner of Rhythm Insurance Services and NABIP-TX First Vice President, focused on current industry trends and future opportunities for insurance professionals. Panelists Nicole Morgan of Morgan Medicare Solutions, Charles Rosen of CPR Insurance & Financial Services, and Scott Kilpatrick of Kilpatrick Companies shared practical insights on what is working in today's marketplace, what is changing, and where brokers should focus their time and resources moving forward.

## Celebrating Excellence

As the convention concluded, attendees gathered for raffle drawings and door prizes before preparing for one of the most anticipated events of the year, the Hollis Roberson Gala Awards Dinner.

The evening's highest honor, the Hollis Roberson Award, was presented to Denise Villigran of the Coastal Bend Chapter. Denise's dedication to advocacy, leadership, and service has made a lasting impact on NABIP-TX and the insurance profession. Her accomplishments and contributions will be highlighted in greater detail in the Fall issue of the NABIP-TX Magazine.

The 2026 Annual Convention once again demonstrated the strength of NABIP-TX through its commitment to education, advocacy, professional development, and member engagement. From legislative discussions and continuing education to networking opportunities



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# How Adopting AI For Insurance Agencies Creates Operational Elasticity

Lately, conversations about AI in the insurance industry tend to land on the extremes: either AI is an existential threat, or it's a passing craze that introduces more complexity than clarity in a highly regulated industry like insurance.

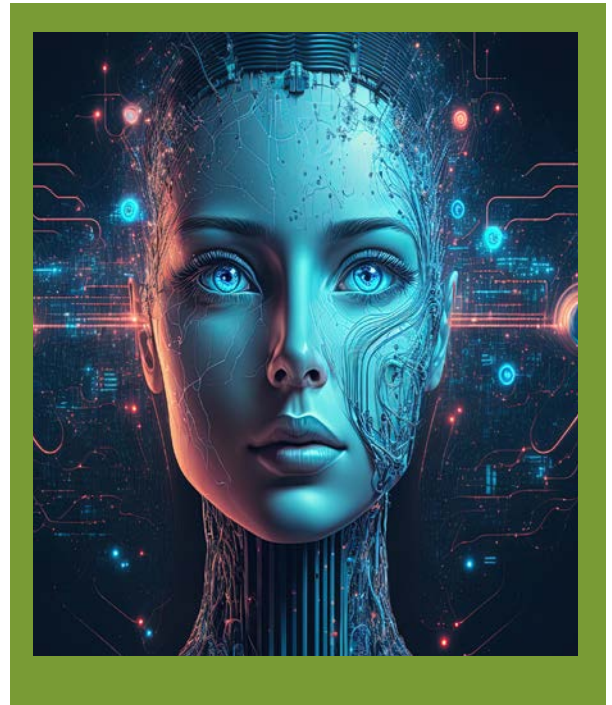
Both perspectives miss the mark. AI isn't something to be feared or forgotten. For health insurance and employee benefits professionals, AI is not a replacement for human guidance or a new, frustrating software application to wrangle. Instead, AI advancement presents a chance to overhaul infrastructure that has been stretched to its limits, changing how agencies operate and enhancing the broker's role in the health insurance ecosystem for the better.

When properly understood and leveraged across the entire client lifecycle, this technology makes brokers more "elastic". By allowing AI to assist and automate a meaningful portion of today's workflows, the AI-enabled broker has more time to go deep with clients and focus on growth, allowing agencies to scale their business without hiring more people or sacrificing the high-touch service that clients rely on.

## A Look Under the Hood: Key Definitions for Understanding AI

You don't need to be able to write code to use AI effectively. It is helpful, however, to understand the profound shift in how this technology compares to previous software systems. We are moving away from an era where we see software as a static tool and entering an era where we can leverage it as an active collaborator who can handle certain tasks on their own. Historically, agency tech stacks worked like digital filing cabinets—rigid structures requiring manual data entry and precise keyword searches. Today, powered by Large Language Models (LLMs), AI technology has evolved to understand the nuance, tone, and context of human language. We no longer just search; we can prompt. This allows a broker to ask a question in plain English and receive a clear synthesis of a dense Summary of Benefits document or a complex regulatory update in seconds. Taken a step further, it also means an AI can de-

By: Will Johnson, CEO - Gyde



liver that same speed and accuracy of answers directly to your clients.

While LLMs provide impressive, instantaneous answers, the true paradigm shift lies in moving beyond chatbots to leveraging autonomous, agentic workflows. Modern agencies can now direct AI agents to execute multi-step tasks with minimal human intervention.

As AI technology interacts with data independently, it is creating new opportunities for improved client experiences. Unlike traditional databases that offer a backward-looking view of what has already occurred, Machine Learning acts as a forward-looking partner. It continuously scans a book of business to identify hidden patterns and calculate the probability of future needs. Instead of a broker

manually filtering a spreadsheet, AI can autonomously analyze patterns and surface a client with a specific coverage gap, identifying a cross-sell opportunity for an ancillary product before the need even becomes obvious. [1.1][2.1] For benefits brokers, this data intelligence can also generate proposals in seconds, ingesting unstructured documents and synthesizing potential product options to produce tailored renewal packets.

Ultimately, your relationship to technology changes when it starts to work for you, crossing real work from your to-do list without you having to ask. For the first time, we have technology that doesn't take up our attention but actually reduces the number of things we have to pay attention to.

### **AI-Powered Client Life-cycles: How Agencies Scale Trust and Growth**

AI is most useful not as a software replacement, but as an invisible coordination layer managing client-facing workflows. For agency owners, this changes the math of growth, allowing you to scale without adding overhead. For brokers, it means trading administrative burden for high-value advisory work, without sacrificing client experience. AI tools can connect workflows for onboarding, cross-selling, and renewals into one seamless experience for clients and brokers alike.

The client relationship is at its most fragile during Q4 and Q1, a phase traditionally bogged down by data collection and client education. AI agents can handle the information-heavy lift of qualifying, applications,

and enrollment activity in the background, answering routine benefits questions around the clock and chasing missing paperwork. Then the broker can focus on their most important contribution through plan selection. Because brokers aren't stuck playing administrative phone tag, they can step into the conversation at the exact moment their licensed expertise and human touch matter most.

This lays the groundwork for organic revenue growth. As the AI agents capture context during early interactions, cross-selling becomes a natural extension of client care and personalized benefits design gets easier. AI intelligence layers can automatically flag gaps in a client's mix of coverage or coverage expansion opportunities for groups, and surface them to brokers as warm handoffs.

When renewal season comes around, today's agency workflows are stretched to their limits. AI preserves relationships and increases retention by managing personalized reminders and flagging plan changes. AI agents also meet

clients where they are, recognizing that no two clients share the same preferences, and adapting accordingly. More importantly, AI acts as a triage engine, determining which clients want to move forward automatically in a renewal and which changes in risk profile would benefit from a human review. By proactively walking employees through their benefits or individual clients through their coverage in plain language over SMS or voice, AI agents deliver consistent, high-touch education so clients feel confident in their coverage. Brokers no longer have to engage every renewal with the same level of manual labor, freeing them to focus entirely on the clients who need a strategic partner.

With AI supporting clients through every phase of their insurance journey, modern brokers can scale without burning out. By automating administrative follow-up and other routine, repetitive tasks, owners build a more resilient business, and brokers reclaim the time to focus where judgment and trust matter most.

### **The Agency Operating Model, Redesigned**

Real AI adoption is more than a tool; it's an operational shift. But don't feel intimidated by that change. AI-enabled agencies become more elastic, with AI tools naturally flexing into workflows and escalating work to brokers when it requires human touch, trust, and expertise. AI changes how time is spent, so you can shift your focus from administrative backlog and redirect energy to high-value advisory work and strategic growth.



*(Continued on page 19)*

# Leading The Next Chapter: A Conversation with Jennifer Pleasants

Leadership transitions often mark pivotal moments for an organization, bringing fresh perspectives while honoring the foundations built by those who came before. For the National Association of Benefits and Insurance Professionals - Texas (NABIP-TX), that moment has arrived with the appointment of Jennifer Pleasants as its new president.

In this exclusive one-on-one interview, Pleasants shares her vision for NABIP's future, the priorities that will shape her presidency, and the opportunities she sees for members navigating the tides of change. She also reflects on her professional journey, the lessons that have shaped her leadership philosophy,



***Could you share with us a bit about your early life, upbringing, and any experiences that shaped your values and aspirations?***

I was raised by a mother and father who were very young but incredibly hardworking, and that example shaped who I am today. My father worked in oil and gas sales and my mother worked at a local credit union; both of them showed me early on what dedication, consistency, and pride in your work really look like. They often started side ventures and businesses, and involved me along the way so I could learn, explore, and start figuring out what I wanted to do with my adult life. That experience taught me early on to pursue what truly makes me happy.

My parents didn't just talk about work ethic they lived it every day and that mindset became something I naturally carried into my own life. I was lucky enough to be raised with both Catholic and Jewish roots double the values, double the celebrations, but it also played a big role in shaping my perspective.

My parents emphasized treating others with respect, helping those around you, and being intentional not only in your work but in how you show up for others. They taught me that success isn't just about personal achievement—it's also about lifting others up and making a positive impact wherever you can. Those early experiences built a foundation of hard work, faith, and service that continues to guide both my values and my aspirations today.

***Family often plays a significant role in shaping our lives. How has your family influenced your journey, particularly in your career and leadership aspirations?***

Both of my parents come from large families and I am the oldest of 3 which has a lot to do with why I take the lead so much. From the very beginning, family has always been at the center of everything for me. Being surrounded by that environment taught me the importance of showing up for the people you love, doing what needs to be done, and making sacrifices when necessary. That sense of responsibility to do what I have to do for my family has been a driving force behind many of my decisions.

Growing up in a large, close-knit family where it was easy to get lost in the mix taught me that being helpful is how you find your place and that has directly shaped my leadership style. I lead by focusing on others first: supporting my team, stepping in where I'm needed, and making sure everyone feels seen and valued. Just like in my family, I believe leadership isn't about being the loudest voice in the room, but about showing up consistently, doing the work, and helping others succeed.

***What initially drew you to the insurance industry, and what aspects of it do you find most rewarding or fascinating?***

Originally, I thought that my path would take me into criminal justice. I was pursuing a degree with the goal of working in psychology to help rehabilitate individuals it was a completely different direction from where I landed. But while working at an independent insurance agency during college, I discovered something unexpected: helping people understand their benefits gave me the same sense of purpose. I realized I could still make a meaningful difference in people's lives, just in a different setting and one that was far less dangerous than my original plan.

Today, I still apply psychology every day in my work in how I communicate, build trust, and understand how people think and make decisions. Insurance can be complex and sometimes overwhelming, so being able to meet people where they are, adapt how I explain things, and guide them with clarity and empathy is critical. It allows me to help people feel confident and supported, which is ultimately what drew me to psychology in the first place.

***Many people are curious about what motivated you to join our association. Could you tell us about the factors that led you to become a member?***

Joining the association as both a member and later a board member has been incredibly meaningful. I initially joined to grow my knowledge and advance my career, but stepping into a board role shifted my focus to giving back. I initially became a member because I recognized the value of learning how the association could expand my knowledge, develop



(Continued from page 16)

my skills, and help advance my career. The events are a big draw I must say. They make it easy and exciting to network and connect with people across the industry I otherwise wouldn't have met.

***Joining the board of directors is a significant commitment. What inspired you to take on this leadership role within our association?***

I had a lot of encouragement from members I truly looked up to, which gave me the confidence to join the board. It was really an easy yes for me. Transitioning into a board role gave me a new perspective. It became less about what I could gain and more about what I could give back. The association has provided me with a strong sense of purpose and meaning within this industry, and stepping into leadership felt like an opportunity to return that investment. I feel a responsibility to contribute my time and experience to help develop future leaders and continue building something even stronger for the next generation.

***Could you share some of your key goals or visions for the association during your tenure as president?***

Since my first day on the board, I have continued to focus on growing membership, keeping people engaged, and creating more openness to change so the association can continue to evolve. I think it's important that we're always looking for ways to move forward and stay relevant.

At the end of the day, I hope the



association continues to grow with the times. I want future members to be able to look back and see the impact we made not just in the industry, but in each other as well.

***As someone who has climbed the ranks within our industry and association, what advice would you give to aspiring professionals looking to make a similar impact?***

My biggest advice to someone coming into the industry in general is simple: get involved and stay involved. The more you put into it, the more relevant and connected you'll become. Don't be afraid to lend a helping hand, showing up and contributing goes a long way in building both your reputation and your relationships.

This association really gives back what you put into it. If you come in expecting to stay on the sidelines, you likely won't get much out of it. But if you lean in, participate, and invest your time and energy, the return is huge. The more you give, the more you get not just in knowledge, but in growth, opportunity, and meaningful connections.

***Do you have any personal mottos or guiding principles that have helped shape your approach to leadership and life?***

My motto probably no surprise by now is, "How can I help?" It's something I try to live out every day, both professionally and personally. I also believe in always wearing a smile. It's one thing you can carry with you that always leaves a positive impression and never goes out of style.

***Balancing work and personal life can be challenging, especially in leadership roles. How do you manage this balance, and what strategies do you find most effective?***

Balancing work and personal life especially in a leadership role is something I approach one step at a time. I focus on prioritizing what's in front of me and giving it my full attention, rather than trying to tackle everything all at once. I'll be the first to admit, I don't always hide stress very well; my friends in the industry can usually tell right away when my usual bubbly personality takes a hit. But I try not to stay there for long. I really live by the mindset of "this too shall pass," knowing that things have a way of working themselves out, or that something new will come along to put things into perspective.

And honestly, having a good vent session every now and then doesn't hurt either. It's all part of staying grounded, resetting, and showing back up as my best self.

***Finally, what legacy do you hope to leave behind as president of our association, and what impact do you aspire to have on the industry and its members?***

The legacy I hope to leave behind as president is one centered around growth, connection, and giving back. I want to be someone who helped move the association forward growing our membership, keeping people engaged, and creating an environment that's open to change and new ideas. More than anything, I want members to feel like they truly belong here, that they're supported, challenged, and given opportunities to grow both

personally and professionally. If people walk away feeling like they gained knowledge, built meaningful relationships, and found a deeper sense of purpose in the industry, then I've done what I set out to do.

In terms of impact, I hope to build momentum that carries into the future. I want the next generation of leaders to feel confident stepping in, bringing their own ideas and energy, and not being afraid to ride their own wave as they take things to the next level. And if they can look back and say that our time made a positive difference not just in the association, but in their own journey that's the kind of legacy I'd be proud of.



(Continued from page 3)

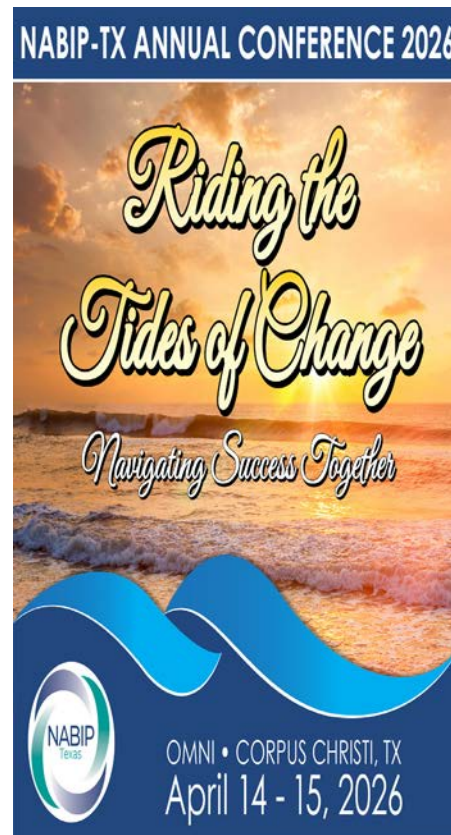
seem to be deterred by the location. Please answer the survey so the board can be sure.

Another major topic throughout the convention was the upcoming 2027 legislative session in Austin.

Insurance issues are expected to be among the hottest topics discussed by lawmakers next year, and with our experienced Texas lobbyists and board members leading the way, I am confident our association will play an important role in helping guide legislators on issues affecting our industry. Our Day at the Capitol in January is shaping up to be one of the most impactful in recent memory.

To everyone who made the trip to Corpus Christi — thank you. To our exhibitors and sponsors who continue to support our association — thank you. To the legislators and guest speakers — thank you. And finally, thank you to every member who helps make this association what it is today.

I could not be prouder to be a member of NABIP Texas.



(Continued from page 14)

Because this shift redefines your daily workflows, you shouldn't try to navigate it alone or buy standalone software without hands-on support. Success requires thinking carefully about strategic partnership. Agency owners should look to progressive peers, uplines, FMOs, or general agencies that bring more than just a software platform to the table. You need partners who provide a practical blueprint for operational change—helping you evaluate your workflows, train your team, and ensure your data remains secure and processes stay compliant.

AI will not replace the licensed broker. However, the broker who optimizes their operating model with AI will inevitably outpace the one who does not.

The future belongs to agencies that don't just buy a solution, but leverage AI technology to actually change how the work gets done.

*Author Bio: Will Johnson is the co-founder and CEO of Gyde, an AI-native insurance brokerage partnering through acquisition with leading employee benefits and medicare agencies. He previously spent a decade at Oscar Health, where he built national bro-*



# IN THE NEWS

## TDI Texas Department of Insurance

TDI will hold a virtual public hearing to consider insurers' waiver requests from health plan network adequacy standards.

Hearing details / 9 a.m., Central Time, June 18. / Join online via the Zoom link.

To speak at the hearing, submit this Witness registration form.

TDI will consider written information relating to a waiver request. Send it to [NetworkWaivers@tdi.texas.gov](mailto:NetworkWaivers@tdi.texas.gov). Include the SERFF number of the waiver request in the email subject line. The deadline to submit written information is June 25.

Requestors/insurers filing waiver requests  
4 Ever Life Insurance Company

Blue Choice PPO—BCSF-134858912  
Blue Cross Blue Shield of Texas, A Division of Health Care Service Corporation

Blue Choice PPO—HCTE-134787165  
Freedom Life Insurance Company of America

ChoicePlus—UHLC-134920659  
Golden Rule Insurance Company

Choice—UHLC-134920631  
ChoicePlus—UHLC-134920651  
Nippon Life Insurance Company of America

Aetna Signature Administrators—TPFT-134913381  
PHCS—TPFT-134876582  
Oscar Insurance Company

Individual Texas EPO—OHIN-134891363  
Individual Texas EPO—OHIN-134887147  
UnitedHealthcare Insurance Company

Choice—UHLC-134920559  
ChoicePlus—UHLC-134920575  
NexusACO OA —UHLC-134920615  
NexusACO OAP—UHLC-134920641

Get listings of network standards, affected counties, and SERFF tracking numbers on the Network adequacy standards waivers webpage.

Watch overview about hearings process

# IN THE NEWS

## New IRS Release: HSA and EBHRA Limits

The IRS has issued Revenue Procedure 2026-24, announcing the inflation-adjusted limits for Health Savings Accounts (HSAs), High Deductible Health Plans (HDHPs), and Excepted Benefit Health Reimbursement Arrangements (EBHRAs) for the 2027 plan year.

These annual adjustments provide valuable guidance for employers, benefits professionals, and brokers as they begin evaluating and planning their employee benefit strategies for 2027. Staying informed of these updated limits will help ensure compliance and support effective benefits planning in the year ahead.

### 2027 HSA and EBHRA Limits

Benefit	2026	2027
HSA Contribution Limit (Single)	\$4,400	\$4,500
HSA Contribution Limit (Family)	\$8,750	\$9,000
HSA Catch-Up Contribution (Age 55+)	\$1,000	\$1,000
HDHP Minimum Deductible (Single)	\$1,700	\$1,750
HDHP Minimum Deductible (Family)	\$3,400	\$3,500
HDHP Maximum Out-of-Pocket (Single)	\$8,500	\$8,700
HDHP Maximum Out-of-Pocket (Family)	\$17,000	\$17,400
Excepted Benefit HRA (EBHRA) Maximum Annual Benefit	\$2,200	\$2,250

For employers offering HSA-qualified health plans, the increased contribution limits will allow employees to set aside more pre-tax dollars for current and future healthcare expenses. Employers that currently offer, or are considering implementing, an Excepted Benefit Health Reimbursement Arrangement (EBHRA) will also be able to provide higher annual reimbursement amounts beginning in 2027.

As healthcare costs continue to climb, HSAs and HRAs remain important components of a comprehensive benefits strategy. These accounts help employees better manage out-of-pocket medical expenses while providing employers with flexible, tax-advantaged, and cost-effective solutions for enhancing their benefits offerings.





# Big service. Straight answers. Built for Texas brokers.

In Texas, every proposal carries your name. Choose a partner that delivers — without the red tape.



Flexible dental & vision solutions



Strong Texas network coverage



Dedicated broker support that responds



Streamlined implementation

## Let's raise the standard.



# NABIP-TX 2026 State Convention Awards

The 2026 NABIP-TX State Convention annual awards were handed out to chapters and individual members that were recognized for their outstanding contributions to the association, their communities, and the health insurance profession.

This year's awards highlighted the remarkable achievements of NABIP-TX chapters and leaders whose dedication continues to strengthen the organization statewide.

## Chapter of the Year Honors

The prestigious **Chapter of the Year Award** was presented to **Fort Worth**, along with **Houston** earning the **Chapter of the Year – Presidential Citation**, distinctions acknowledging their significant accomplishments and impact on the association.

## Excellence in Communications

Effective communication remains a cornerstone of successful chapter operations, and both **Houston** and **Fort Worth** picked up their second award of the day with Houston winning the **Chapter Website** while



Shirley Hutzler Legislative Excellence Award  
Audra Sullivan



Presidential Citation, Chapter Website Fort Worth



Chapter Website Houston



Presidential Citation, Public Service Fort Worth



Public Service Houston



Presidential Citation, Newsletter Fort Worth



Newsletter Dallas



Membership Retention Small Chapter Coastal Bend



Membership Retention Large Chapter Austin



Membership Growth Small Chapter South Texas



Membership Growth Large Chapter Austin



Presidential Citation, Chapter of the Year Houston



Chapter of the Year Fort Worth

**Fort Worth** earned the **Presidential Citation - Chapter Website Award**. **Dallas** received its first award of the convention for the best **Chapter Newsletter**, while **Fort Worth** earned the **Chapter Newsletter – Presidential Citation**.

### **Community Service Recognition**

**Houston** and **Fort Worth** were on a roll as the **Houston Chapter** was honored with the **Chapter Public Service Award** for its commitment to community outreach and service initiatives. **Fort Worth** received the **Chapter Public Service Award – Presidential Citation**.

### **Advocacy and PAC Leadership**

Advocacy continues to be at the heart of NABIP's mission as **Houston** earned recognition for contributing the **Highest Amount by Chapter** to the NABIP-TX PAC, demonstrating a strong commitment to supporting the legislative and regulatory efforts that protect consumers and the health insurance industry.

**South Texas (SOTX)** won its first award for having the **Top Percentage of Membership Contributing** to the PAC, reflecting broad member engagement and support.

### **Membership Achievement Awards**

Gaining their first awards for the day, **Coastal Bend** was awarded the **Membership Retention Award – Small Chapter**, and **Austin** took home two awards as they earned the **Membership Retention Award – Large Chapter**, while also receiving the **Membership Growth Award – Large Chapter**.

**South Texas** was honored with the **Membership Growth Award – Small Chapter**.

### **Individual Achievement Award**

One of the convention's highest PAC individual honors, the **2026 Mike Rivera Award for Top NABIP-TX Contributor in the State**, was presented to **Stacy Cochran**.

### **Trustee Emeritus Recognition**

**Nedra Clingan** was named **Trustee Emeritus for 2026**, joining an honored group of past leaders whose commitment, guidance, and contributions have helped shape NABIP-TX. The Trustee Emeritus designation recognizes individuals whose legacy of service continues to inspire future generations of association leaders.

### **Celebrating Success Across Texas**

The awards presented at the 2026 NABIP-TX State Convention reflect the passion, professionalism, and dedication found throughout the organization. From chapter leadership and membership growth to advocacy and community service, this year's honorees represent the very best of NABIP-TX.

As members departed Corpus Christi and looked ahead to another year of service, one message was clear: the strength of NABIP-TX lies in the commitment of its chapters and volunteers, whose efforts continue to advance the association's mission and support health insurance professionals across Texas.



(Continued from page 7)

Bo French was the former chair of the Tarrant County Republican Party and an energy trader from Midland, challenged him as a more outspoken conservative focused on culture-war issues. French narrowly won with approximately 50.6% to Wright's 49.4% (a margin of roughly 1-1.4 percentage points, or about 15,000 votes. Wright highlighted his experience in overseeing the energy sector and had establishment support. French ran a "culture warrior" campaign, emphasizing opposition to DEI (diversity, equity, and inclusion) initiatives, "Sharia Law" influence, and prioritizing "America First" policies to protect Texas fossil fuels. He received support from some oil-field billionaires and grassroots conservatives. The race drew national attention as a test of how much cultural issues matter in low-turnout statewide races. French will face Democratic state Rep. Jon Rosenthal in the November general election.

State Rep. Vikki Goodwin of Austin won a runoff election to be the Democratic nominee for lieutenant governor, beating a Houston labor leader and first-time candidate who had indirectly received support from the party's top campaign partner and racked up a variety of endorsements. Goodwin defeated Marcos Vélez and in November will face Lt. Gov. Dan Patrick, the popular GOP leader who is sitting on more than \$30 million in his campaign coffers and won his own primary in March by

the widest margin since he became the state's second-highest executive 11 years ago.

Alief ISD Board President Darlene Breaux defeated state Rep. Hubert Vo in the Democratic runoff for Texas House District 149, bringing an end to the Houston representative's career after more than two decades in the Legislature. Breaux, a former teacher and the director of the Texas Education Policy Institute, completed her victory on Tuesday after forcing Vo into a runoff in the March primary. In that election, Vo led Breaux by just 3 votes out of 9,992 cast, each garnering 38% in the four-way race.

In North Texas, two-term Dallas state Rep. Venton Jones held off auditor Amanda Richardson (83% to 17%) after she kept him to 48.7% in the March primary.



FINAL RESULTS UNOFFICIAL AS OF 5-27-26:

REPUBLICAN TURNOUT IN US SENATE RACE 7.44% (1,387,674 OF 18,662,785)  
DEMOCRAT TURNOUT IN LT GOVERNOR RACE 2.96% (552,678 OF 18,662,785)

US SENATE: (R)  
36 JOHN CORNYN\*  
64 KEN PAXTON WINNER

ATTORNEY GENERAL: (R)  
55 MAYES MIDDLETON WINNER  
45 CHIP ROY

ATTORNEY GENERAL: (D)  
39 JOE JAWORSKI  
61 NATHAN JOHNSON WINNER

LT GOVERNOR: (D)  
68 VIKKI GOODWIN WINNER  
32 MARCOS VELEZ

RAILROAD COMMISSIONER: (R)  
49.44 JIM WRIGHT\* 648,978  
50.56 BO FRENCH 663,697 WINNER

COURT OF CRIMINAL APPEALS PLACE 3: (R)  
42 ALISON FOX  
58 THOMAS SMITH WINNER

SD 19: (R)  
52 MARCUS CARDENAS WINNER  
48 ROBERT MARKS  
(ORVS 46, NOT EXPECTED TO BE COMPETITIVE IN NOVEMBER AGAINST SENATOR ROLAND GUTIERREZ\* (D)

HD 37: (D)  
62 OZZY OCHOA WINNER  
38 ESMERELDA CANTU-CASTLE  
(ORVS 52, POSSIBLY COMPETITIVE IN NOVEMBER AGAINST REP. JANIE LOPEZ\* (R)

HD 40: (R)  
31 NEHEMIAS GOMEZ  
69 CELESTE CABRERA-HUFF WINNER  
(ORVS 42, D SEAT, NOT EXPECTED TO BE COMPETITIVE IN NOVEMBER AGAINST REP TERRY CANALES\* (D)

HD 41: (R)  
37 SERGIO SANCHEZ  
63 GARY GROVES WINNER

HD 41: (D)  
44 SEBY HADDAD  
56 JULIO SALINAS WINNER  
(ORVS 46, D SEAT, POSSIBLY

COMPETITIVE IN NOVEMBER TO REPLACE OPEN SEAT REP BOBBY GUERRA\* (D)

HD 49: (D)

38 KATHIE TOVO

62 MONTSERRAT GARIBAY WINNER  
(ORVS 17, SOLID D SEAT)

HD 97: (D)

56 BETH MCLAUGHLIN WINNER

44 DIANE SYMONS

(ORVS 56, NOT EXPECTED TO BE COMPETITIVE IN NOVEMBER AGAINST REP JOHN MCQUEENEY\* (R)

HD 100: (D)

83 VENTON JONES\* WINNER

17 AMANDA RICHARDSON  
(ORVS 18, SOLID D SEAT)

HD 125: (D)

80 ADRIAN REYNA WINNER

20 MICHELLE VELA

(ORVS 40, SOLID D SEAT)

HD 126: (R)

33 KELLY PETERSON

67 STAN STANART WINNER

(ORVS 61, SOLID R SEAT)

HD 131: (D)

38 LAWRENCE ALLEN JR.

62 STACI CHILDS WINNER

(ORVS 19.7, SOLID D SEAT)

HD 149: (D)

39 HUBERT VO\*

61 DARLENE BREAUX WINNER

(ORVS 41, SOLID D SEAT)

TX-1: (D)

28 DAX ALEXANDER

72 YOLANDA PRINCE WINNER

(ORVS 75.7, SOLID R SEAT, NOT COMPETITIVE AGAINST NATHANIEL MORAN\* (R)

TX-5: (D)

53 CHELSEY HOCKETT WINNER

47 RUTH TORRES

(ORVS 60.7, SOLID R SEAT, NOT COMPETITIVE AGAINST LANCE GOODEN\* (R)

TX-7: (R)

36 TINA COHEN

64 ALEXANDER HALE WINNER

(ORVS 38.5, SOLID D SEAT, NOT COMPETITIVE AGAINST LIZZIE FLETCHER\* (D)

TX-9: (R)

32 BRISCOE CAIN

68 ALEX MEALER WINNER

(ORVS 58.6, EXPECTED SOLID R SEAT)

TX-14: (D)

49 RICHARD DAVIS 6,840

50 BILL BARTIE 7,107 WINNER

(ORVS 62.6, SOLID R SEAT, NOT COMPETITIVE AGAINST RANDY WEBER\* (R)

TX-16: (R)

69 ADAM BAUMAN WINNER

31 MANUEL BARRAZA

(ORVS 38, SOLID D SEAT, NOT COMPETITIVE AGAINST VERONICA ESCOBAR\* (D)

TX-17: (D)

60 CASEY SHEPARD WINNER

40 MILAH FLORES

(ORVS 61, SOLID R SEAT, NOT COMPETITIVE AGAINST PETE SESSIONS\* (R)

TX-18: (D)

31 AL GREEN

69 CHRISTIAN MENELEE WINNER

(ORVS 21, SOLID D SEAT)

TX-19: (R)

64 TOM SELL WINNER

36 ABRAHAM ENRIQUEZ

(ORVS 76.6, SOLID R SEAT)

TX-24: (D)

878 KEVIN BURGE WINNER

22 TJ WARE

(ORVS 59, R SEAT, NOT EXPECTED TO BE COMPETITIVE AGAINST BETH VAN DUYNE\* (R)

TX-30: (R)

43 SHOLDON DANIELS

57 EVERETT JACKSON WINNER

(ORVS 23.6, SOLID D SEAT, NOT COMPETITIVE AGAINST FREDERICK HAYNES III (D)

TX-33: (R)

57 PATRICK GILLESPIE WINNER

43 JOHN SIMS

(ORVS 30, SOLID D SEAT)

TX-33: (D)

46 JULIE JOHNSON

54 COLIN ALLRED WINNER

(ORVS 30, SOLID D SEAT)

TX-35: (D)

36 MAUREEN GALINDO

64 JOHNNY GARCIA WINNER

(ORVS 54, POSSIBLY COMPETITIVE IN NOVEMBER)

TX-35: (R)

42 JOHN LUJAN

58 CARLOS DE LA CRUZ WINNER

(ORVS 54, POSSIBLY COMPETITIVE IN NOVEMBER)

TX-37: (R)

58 LAUREN PEÑA WINNER

42 GE'NELL GARY

(ORVS 19, SOLID D SEAT, NOT COMPETITIVE AGAINST GREG CASAR (D)

TX-38: (R)

65 JON BONCK WINNER

35 SHELLY DEZEVALLOS

(ORVS 63, SOLID R SEAT)

# NABIP-TX New Members - Welcome!

Ronald	Bruno	Caring and Sharing	TXAUSTIN
Luis	Cortez	Next Level PRIME & Urgent Care	TXAUSTIN
Courtney	Dewitt	KerixHealth	TXAUSTIN
Erica	Enriquez	Gusto	TXAUSTIN
Wendy	Garner	The DiFede Agency	TXAUSTIN
Antonieta	Graham	Tx Senior Consultants	TXAUSTIN
Anna	Harris	Anna Harris Insurance Services	TXAUSTIN
Ronald	Hunn	RON HUNN INSURANCE AGENCY LLC	TXAUSTIN
Jesus	Moreno	Dominion Insurance of Texas	TXAUSTIN
Laura	Piatek	Gravie	TXAUSTIN
Harris	Richie	The Cason Group	TXAUSTIN
Tara	Rubio	SureCo	TXAUSTIN
Trent	Wong	Angle Health	TXAUSTIN
Christopher	Butler	Butler Insurance Network Inc	TXCOASTLBND
Mark	Abare	Freshbenies	TXDALLAS
Brittney	Avila	Haynes Benefits PC	TXDALLAS
Tom	Baird	Planning Services	TXDALLAS
Mark	Harrell	Holmes Murphy & Associates	TXDALLAS
Ryan	Jones	Confirmidy	TXDALLAS
Randy	Martin	Connection Powered By SBMA Benefits	TXDALLAS
Amy	McElya	Holmes Murphy & Associates	TXDALLAS
Nikki	Morgan	Holmes Murphy & Associates	TXDALLAS
Brian	Noel	Community Eye Care	TXDALLAS
Julie	Rickman	Holmes Murphy & Associates	TXDALLAS
MARIA	RISQUEZ PULIDO	MAR-P LLC	TXDALLAS
Ann	Rotolo		TXDALLAS
Justin	Walker	APS Payroll	TXDALLAS
James	Wilcox	FBMC/Clemons Company	TXDALLAS
William	Winters	MASA	TXDALLAS
Tina	Cisneros	Christus Health Plan	TXEAST
Katy	Holley	Virtue Health	TXEAST
Julie	Lindsey	Lindsey & Odom Insurance Solutions	TXEAST
Matt	Whitehead	The Insurance Exchange	TXEAST
Ryan	Holloway	Holloway Benefit Concepts, LLC	TXFORTWORTH
Tirzo	Lopez	AFLAC	TXFORTWORTH
Reginald	White	HealthMarkets Insurance Agency	TXFORTWORTH
Kevin	Caballaro	Caballaro Agency	TXHOUSTON
Roanyela	Espinosa	Grow With Roa	TXHOUSTON
Allan	Hall	Global Tech	TXHOUSTON
Labrenda	Jenkins	FBMC/Clemons Company	TXHOUSTON
Mia	Johnson	Wise Insurance	TXHOUSTON
Rebecca	Powell	Delta Dental	TXHOUSTON
Rachel	Strauss	PBM Princess, LLC	TXHOUSTON
Chris	Taylor	FBMC/Clemons Company	TXHOUSTON
Amanda	Clayton	INSURICA	TXLONESTAR
Katie	Cude	HealthEquity	TXLONESTAR
Liliana	Del Real	Upshaw Insurance Agency	TXLONESTAR

# NABIP-TX New Members - Welcome!

Amanda	Sherrill	OneDigital	TXLONESTAR
Mackenzie	Anderson	SA Benefit Services	TXSANANTONIO
Lindsay	Bauch	TIA Group	TXSANANTONIO
Eric	Cervera	Oscar	TXSANANTONIO
Stephanie	Chtata	Overt Stop Loss and Slik Edu	TXSANANTONIO
Leslie	Ellis	Ellis Insurance Services	TXSANANTONIO
Rosalino	Garza	C Strategic Solutions	TXSANANTONIO
Travis	Ladd	Eyetopia TPA	TXSANANTONIO
Maria	Lipscomb	Customized Group Benefits LLC	TXSANANTONIO
Jacob	Sanchez	New York Life	TXSANANTONIO
Lucila	Suarez	UnitedHealthcare	TXSANANTONIO
Norma Edith	Garcia	N & E INSURANCE AGENCY LLC	TXSOUTH
Carla	Garza	Insurance Benefits Depot, LLC	TXSOUTH
Ashley	Martin	Penny Insurance Agency, LLC	TXSOUTH
Pam	Mercado	The Infinitus Group	TXSOUTH
Andria	Pourkarimi	Pourkarimi and Associates	TXSOUTH
Yolanda	Zmuda		TXSOUTH



## under 65

- Fixed-benefit medical
- Dental insurance
- Accident plans
- Cancer and Heart/Stroke
- Critical Illness coverage
- Short Term Medical

## over 65

- Medicare Supplement
- Dental, Vision and Hearing
- Accident plans
- Final Expense
- Senior Indemnity
- Multi-discount for Medicare Supplement**



## Why Allstate Health Solutions?

- Simple quoting and enrolling for you and your customers.
- Experienced sales team you can call, email, or online chat with directly.
- Comprehensive health insurance products available nationwide.
- Online product training, at your own pace.

Contact us for more information:



## Two Ways to Contribute:

**NABIP-TX Political Action Committee (NABIP-TX PAC) Candidate Fund:** Fund designated to contribute to state legislators.

**Legislative Fund (Administrative Fund):** Fund to defray costs of legislative activities.

### Contribution Levels:

- Diamond \$1,200 (\$100/Month)
- Ruby: \$600 (\$50/Month)
- Platinum: \$300 (\$25/Month)
- Gold: \$150 (\$12.50/ Month)
- Other: \_\_\_\_\_

### Contribution Splits:

- 100% PAC (Candidate Fund)
- 100% Legislative (Admin) Fund
- 50% Each
- Other Split PAC (Candidate)% \_\_\_\_\_ Leg (Admin)% \_\_\_\_\_

**Please note: Federal regulations prohibit corporate contributions to NABIP-TX PAC. Individual Contributions Only.**

**\*\*Split contributions between PAC (Candidate) and Leg (Admin) Fund will be made in two separate charges each month in order to be in compliance with PAC contribution regulations.\*\***

## Who Are You?

Name \_\_\_\_\_ Local Chapter \_\_\_\_\_  
 Employer \_\_\_\_\_ Occupation \_\_\_\_\_  
 Address \_\_\_\_\_ City \_\_\_\_\_ Zip \_\_\_\_\_  
 Office \_\_\_\_\_ Cell \_\_\_\_\_ E-mail \_\_\_\_\_

## Method of Contribution:

### Bank Draft: Preferred Method

I authorize the National Association of Benefits and Insurance Professionals of Texas to initiate debit entries in the monthly amount \_\_\_\_\_ per month charging my checking account as described on the accompanying voided check. This authorization is to remain in force until NABIP-TX has received written notification from me of its termination in such time and manner as to afford NABIP-TX and my depository reasonable opportunity to act upon it.

Signature \_\_\_\_\_ **Please include a voided check.**

### Credit Card: Must be at least \$12.50/month or more

Please charge my contribution **monthly** in the amount of \$ \_\_\_\_\_ to my credit card.

Please charge my contribution **quarterly** in the amount of \$ \_\_\_\_\_ to my credit card.

Please charge my contribution **one time** in the amount of \$ \_\_\_\_\_ to my credit card.

Mastercard     Visa     Discover     AMEX

Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_ VAL # (3-4 Digits) \_\_\_\_\_

Cardholder Name \_\_\_\_\_ Cardholder Address \_\_\_\_\_

Cardholder Signature \_\_\_\_\_

### One Time Donation

I have attached a check payable to NABIP-TX PAC for the selected level (PAC Candidate Fund)

I have attached a check payable to NABIP-TX for the selected level (Leg Admin Fund)

This authorization is to remain in force until NABIP-TX has received written notification from me of its termination.

I authorize Association Headquarters to charge my credit card as shown above.

I understand that the statement will read **"National Association of Benefits and Insurance Professionals of Texas"**.

I understand that this contribution is not tax deductible.

**Mail To: NABIP-TX, 312 North Avenue East, #5, Cranford, NJ 07016 or fax to 908-967-5044 or e-mail to [admin@ncbip-tx.org](mailto:admin@ncbip-tx.org). For questions, contact NABIP-TX HQ at 713-645-1490.**

# NABIP-TX PAC MEMBERS SUMMER 2026

Jeanette Abbe	Austin	Platinum	Joe Sherman	East TX	Gold	Jack Knight	Lone Star	Gold
Mark Bellman	Austin	Ruby	Craig Smith	East TX	Gold	Toby Meason	Lone Star	Gold
Ronald Buffum	Austin	Platinum	Cynthia Swanson	East TX	Gold	Steven Meyer	Lone Star	Platinum
Andrea Coles	Austin	Gold	Beth Christensen	Fort Worth	Gold	Elizabeth Rios-Ca	Lone Star	Platinum
James Dettman	Austin	Platinum	Stacy Cochran	Fort Worth	Platinum	Steve Sypert	Lone Star	Gold
Kylie Everhart	Austin	Gold	Ryan Holloway	Fort Worth	Gold	Denise Villagran	Lone Star	Ruby
Holley Ford	Austin	Gold	Meredith Nieswiadomy	Fort Worth	Platinum	Christie Bonczek	NM	Silver
Maria Irwin	Austin	Gold	Danielle Roberts	Fort Worth	Gold	Robbi Burgess	NM	Gold
Kevin Jaques	Austin	Gold	Mike Smith	Fort Worth	Platinum	Patti Elliott-Harmc	NM	Gold
Dana Lasman	Austin	Gold	Clifton Stubbs	Fort Worth	Gold	Renee Kelly	NM	Platinum
Linda New	Austin	Gold	Cyndi Stubbs	Fort Worth	Gold	Rita Lawlis	NM	Gold
Melissa Perryman	Austin	Gold	Audra Sullivan	Fort Worth	Gold	Diane Lee	NM	Gold
Caleb Reynolds	Austin	Gold	Johnny Wallin	Fort Worth	Gold	Susan Lee	NM	Platinum
B. Gene Stair	Austin	Gold	Neldia Ahlquist	Houston	Gold	Sharon Luker	NM	Gold
Roblyn Thorne	Austin	Gold	Dirk Blankenship	Houston	Gold	Christine Richiuso	NM	Gold
Victoria Trevino	Austin	Gold	Tom Cottar	Houston	Platinum	Judith Robinson	NM	Ruby
Kenneth Walker	Austin	Platinum	Julie Fenske	Houston	Gold	Joe Sherman	NM	Gold
Jessica Watts	Austin	Platinum	Veronica Gonzalez-Luna	Houston	Gold	Nikki Sullivan	NM	Gold
Rolando Barrera	Coastal Bend	Diamond	Phillip Hamm	Houston	Gold	Larry Thexton	NM	Gold
Tiffany Delucia	Coastal Bend	Gold	Crystal Hoffman	Houston	Gold	Valeria Vasquez R	NM	Gold
Jessica Harman	Coastal Bend	Gold	Nicholas Johnson	Houston	Gold	Carla Adams	San Antonio	Gold
Polly Harris	Coastal Bend	Ruby	Michael Ledgerwood	Houston	Platinum	Joanna Antongiovo	San Antonio	Gold
Laura Hebert	Coastal Bend	Gold	Scott Long	Houston	Gold	Nedra Clingan	San Antonio	Gold
Sean McCracken	Coastal Bend	Gold	Veronica Luna	Houston	Gold	Michelle De Guzm	San Antonio	Gold
Rick Ott	Coastal Bend	Gold	Patricia Martin	Houston	Gold	Nicole Scott	San Antonio	Platinum
Jennifer Pleasants	Coastal Bend	Platinum	Chad Oerman	Houston	Gold	Angela Theesfeld	San Antonio	Gold
Karen Burkholder	Dallas	Gold	Jamie Olliver	Houston	Gold	Sean Willingham	San Antonio	Gold
Debra Gilbert	Dallas	Gold	Mike Rivera	Houston	Diamond	Ron Byrd	South Texas	Gold
Cynthia Goodman	Dallas	Gold	Daniel Sierra Botero	Houston	Platinum	Iris Castillo	South Texas	Gold
Paula Harrington	Dallas	Diamond	W. Craig Splawn	Houston	Platinum	Theresa Gonzales	South Texas	Gold
Chris Moseley	Dallas	Gold	Beckie Stockstill	Houston	Gold	Hector Gracia	South Texas	Gold
Claire Pancerz	Dallas	Gold	Emily Trevino	Houston	Diamond	Lisa Gracia	South Texas	Gold
Joe Phifer	Dallas	Gold	Kasey Wallace	Houston	Gold	Pete Jaramillo	South Texas	Platinum
Reid Rasmussen	Dallas	Silver	Michael Bolden	Lone Star	Platinum	Diamond	\$1,200+	\$100 Mo
Jennifer Stanley	Dallas	Gold	Tonya Booth	Lone Star	Diamond	Ruby	\$600+	\$50 Mo
C. Louanne Trebir	Dallas	Platinum	Allison Butler	Lone Star	Platinum	Platinum	\$300+	\$25 Mo
Peter Young	Dallas	Gold	David Cook	Lone Star	Platinum	Gold	\$150+	\$12.50 MO
Beau Bentley	East TX	Gold	Darla Eller	Lone Star	Gold	Silver	<\$150	
Eugene Bentley	East TX	Platinum	Tom Ellis	Lone Star	Gold			
Mary Ann Blair	East TX	Platinum	Mike Evans	Lone Star	Gold			
Derella Ann Miller	East TX	Gold	Kelly Fristoe	Lone Star	Platinum			



# PAC

L to R: Highest PAC Amount By Chapter - Houston  
Top Percentage of Membership Contributing - South Texas



## OPENING SESSION



## LUSH LIFE



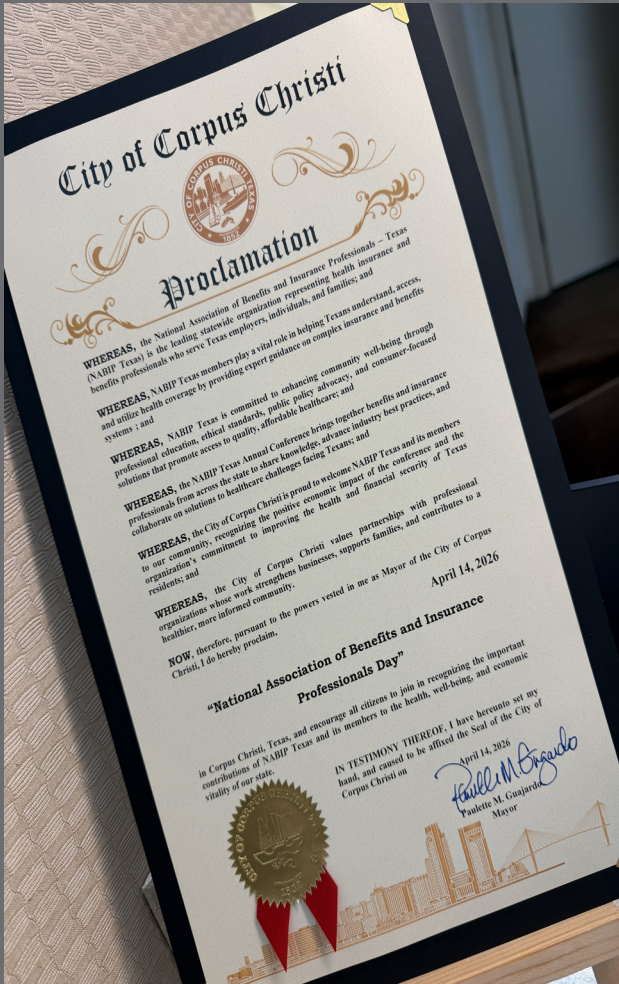
# PEOPLE



# EXHIBIT HALL



# NABIP-TX 2026 STATE CONVENTION CORPUS CHRISTI PROCLAMATION



NABIP-TX's Nedra Clingan helps lead NABIP's Professional Development Efforts. Yep, she's on the cover of a national magazine.





# YEAR END IS NEARLY GONE. THE REAL WORK ISN'T.

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<sup>1</sup> NAPEO Annual Tracking Survey, 2024

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