

NEWSLETTER

MARCH 2026



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Thank you Annual Sponsors

BREAKING NEWS

Strengthening NABIP for Our Members

You may have seen recent communication about a leadership transition at the NABIP National level. The National Board of Trustees announced that Jessica Brooks Woods is no longer serving as Chief Executive Officer. NABIP Arizona is sharing this update to keep our members informed.

This change reflects the National Board's commitment to **strengthening governance and ensuring operational stability.**

We've been assured that during this transition, advocacy, education, and member programs continue without interruption, guided by trusted interim leaders who are keeping day-to-day operations on track.

Looking ahead, NABIP remains **dedicated to you, our members, and our shared mission** of advancing the profession and supporting the communities we serve.

We are confident that these steps will make NABIP stronger, more stable, and even more member-focused.



NABIP Arizona is successful because of the dedication, expertise, and leadership of our members. When members step forward to contribute their time and ideas, our association grows stronger and our industry benefits.

As we prepare for our new Board term beginning **July 1, 2026**, we are actively looking for members who are ready to step forward and help lead NABIP Arizona into its next chapter.

We need you.

We need your ideas, your perspective, your leadership, and your voice at the table. Our association thrives when members step up to help shape the programs, initiatives, and advocacy that support our industry and fellow professionals across the state.

If you've ever considered getting more involved, this is the time to raise your hand. Serving on the board is an opportunity to expand your network, grow as a leader, and directly influence the future of NABIP Arizona.

Please reach out today to express your interest or learn more:

president@nabiparizona.com

Your involvement makes the difference—and we would love to have you be part of what's next for NABIP Arizona.

Arizona Board of Directors July 1, 2025 - June 30, 2026

Executive Board

President Alana Mayer

President Elect Charlene Hogeland, REBC

Immediate Past President Sheila Prior

Secretary Phillip Magnuson

Treasurer Phillip Magnuson

Board of Directors

Legislative Jennifer Farrell & Rory Stone-Walsh

Professional Dev. So. AZ- Patti Johnson

Professional Dev.

Maddy Robinson

Membership Jessica Cheney, REBC

Membership Retention

Morgan Whitaker

Member Recognition Sarah Gollwitzer

NABIP PAC Peter Rowe

DEI + B Netta Garcia

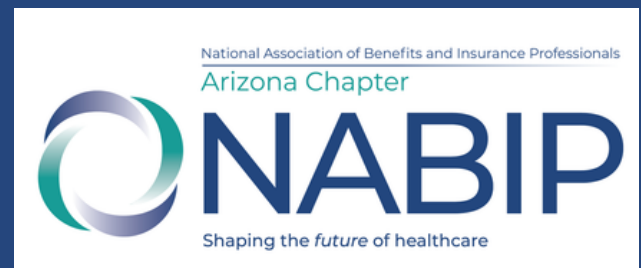
Media/Communications Jenny Weaver

Member Connect Leaders

Morgan Whitaker, Lori Crandall, Sarah Gollwitzer, Chris Quadrini, Jessica Cheney, Chandler Chavez

Committee Members

Communications Jenny Weaver, Kirsten Lind, Olivia Jones, CSFS



The future of our association depends on members who are willing to raise their hand and make an impact.

Members Making a Difference - NABIP Member Spotlight on Patti Johnson

Each month, we will highlight a standout NABIP member making an impact in their community or our organization. Get inspired by their story, expertise, and the passion driving their success in our industry.



This month, we are thrilled to showcase Patti Johnson. In her first year serving on the NABIP Arizona Board, Patti has already made a meaningful impression, and we are excited to benefit from her enthusiasm, fresh perspective, and commitment to member engagement. Her passion for professional growth and continuous learning aligns perfectly with NABIP's mission, and we're grateful to have her energy and insight on the board. Patti is serving on the NABIP Board in the Professional Development role. With a background at Blue Cross Blue Shield of Arizona, Patti brings a thoughtful, member-focused perspective and a genuine enthusiasm for learning and growth.

Professional Impact

Patti has wasted no time getting involved, actively collaborating on programs, workshops, and educational opportunities to support members at every stage of their careers. Her passion lies in creating professional development that is engaging, practical, and truly useful—helping members strengthen their skills and confidence.

Why NABIP

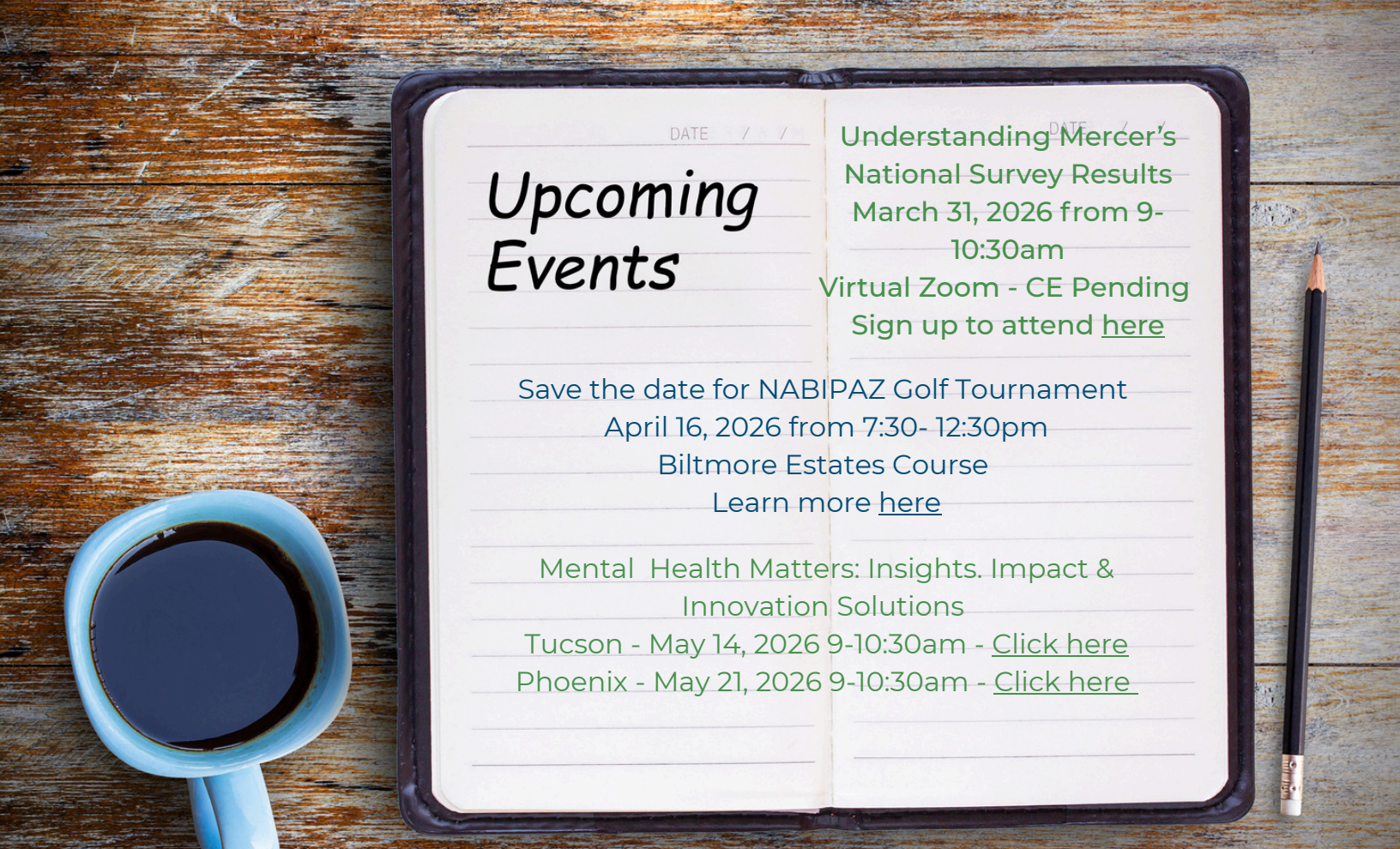
Patti joined NABIP because she values being part of a community that prioritizes education, connection, and collaboration. In her board role, she's excited to help shape professional development offerings that meet members where they are—whether they're new to the industry or seasoned professionals looking to stay sharp and inspired.

What Drives Her

Curiosity, creativity, and a sincere desire to help others succeed are at the heart of everything Patti does. Her advice to professionals navigating their careers is simple but powerful: "Ask questions, stay open to learning, and don't forget to enjoy the journey."

Beyond the Bio

Outside of work and her NABIP involvement, Patti values time to recharge and reset—often finding joy in the small moments that balance a busy professional life. Her positive energy and willingness to jump in make her a wonderful addition to the NABIP Arizona leadership team. Thank you, Patti, for being an outstanding NABIP leader—we are grateful for all you do.



Upcoming Events

Understanding Mercer's National Survey Results
March 31, 2026 from 9-10:30am

Virtual Zoom - CE Pending
Sign up to attend [here](#)

Save the date for NABIPAZ Golf Tournament
April 16, 2026 from 7:30- 12:30pm
Biltmore Estates Course
Learn more [here](#)

Mental Health Matters: Insights. Impact & Innovation Solutions
Tucson - May 14, 2026 9-10:30am - [Click here](#)
Phoenix - May 21, 2026 9-10:30am - [Click here](#)



Honoring the Industry's Top Performers:

Leading Producers Roundtable

In every profession, some individuals go beyond expectations and help elevate the entire industry. The Leading Producers Roundtable (LPRT) through the National Association of Benefits and Insurance Professionals recognizes those high-performing professionals.

Established in 1942, LPRT honors top achievers in health, disability, long-term care, worksite marketing, and leadership within carrier and agency organizations. These professionals represent the highest standards of service, integrity, and results in our field.

Members receive national recognition along with exclusive benefits, including discounted programs and complimentary educational opportunities. If you strive for excellence and leadership in our industry, consider applying.

[Application deadline: May 31. Join now.](#)

Recognizing Excellence: A Special Tribute to NABIP Arizona Members

Following a successful and impactful day at the Arizona Capitol, NABIP Arizona hosted a special recognition lunch to honor and celebrate its dedicated members. The event served as a meaningful opportunity to reflect on the importance of advocacy while expressing sincere appreciation for the individuals who continue to support and strengthen the organization.

During the lunch, members were recognized with awards highlighting their commitment, leadership, and ongoing contributions to the industry. From seasoned professionals to emerging leaders, each honoree represented the passion and professionalism that define NABIP Arizona's community.

This recognition was more than a celebration—it reinforced the value of membership and the collective impact members have on shaping the future of the benefits and insurance landscape.

Taking time to acknowledge these contributions fosters stronger connections, encourages continued engagement, and inspires others to get involved.

The event concluded on a high note, with members feeling appreciated, motivated, and proud to be part of an organization that truly values their efforts. It was a fitting close to a day focused on advocacy, reminding all in attendance that their voices—and their work—make a difference.



Unlock Your Membership Benefits

When you join **NABIP Arizona**, you're also automatically enrolled as a member of **NABIP at the national level**—meaning your dues unlock benefits from both organizations!

As a member, you gain access to a wide range of national resources, including professional development opportunities, certifications and designations, educational webinars, industry tools, and exclusive member discounts featured on the NABIP member benefits page.

In short, your membership delivers value at both the state and national level—giving you expanded resources, education, and savings to help strengthen your expertise and grow your business.

[Click here to see all the National Exclusive Member Savings Opportunities!](#)

Boost Your Career with NABIP Certifications

Ready to grow your skills and stand out in the insurance industry? Certifications from the NABIP help you strengthen your expertise, build credibility, and show clients and employers that you are committed to excellence.

Learn in the way that works best for you:

- Online Self-Study: Learn at your own pace, whenever your schedule allows.
- Classroom & Webinars: Participate in engaging, instructor-led sessions.

Why pursue certification?

- Strengthen Your Professional Brand: Showcase your credentials on LinkedIn, business cards, and email signatures.
- Expand Your Knowledge: Gain practical insights and tools you can use right away.
- Differentiate Yourself: Demonstrate your dedication to professional growth.

Whether you're just beginning your journey or looking to advance your career, NABIP certifications are designed to help you learn, grow, and be recognized.

Take the next step in your professional development today!

Become a Trusted Benefits Expert with the REBC® Designation



In today's complex benefits landscape, employers and employees need guidance they can trust. The Registered Employee Benefits Consultant® (REBC®) designation equips you with the knowledge and skills to navigate group benefits, ACA compliance, plan design, cost containment, and more.

Through this comprehensive program, you'll gain expertise in:

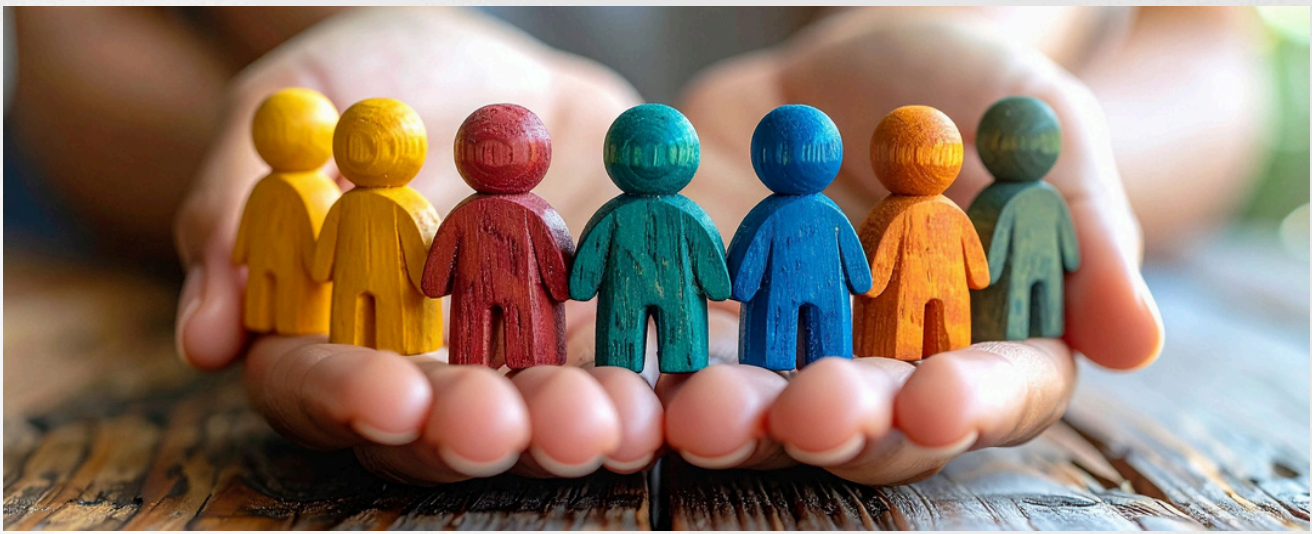
Legal regulations and ethical business practices,
Group medical expense plans and employee benefits,
Affordable Care Act compliance and minimizing tax penalties,
COBRA administration, HIPAA privacy, and ERISA requirements and more.

Whether advising clients on plan design or guiding them through compliance challenges, the REBC® designation demonstrates your commitment to excellence and positions you as a trusted industry professional.

Take your career to the next level.

Share your REBC® credential on LinkedIn, business cards, and your professional profile—and let clients and employers know you are a recognized expert in employee benefits.

[Learn more and get started today!](#)



Building a Stronger Industry Through DEI&B: Learn, Grow, and Work Together

Diversity, Equity, Inclusion & Belonging—often referred to as DEI&B—is more than just a set of words. At NABIP, DEI&B is central to who we are and how we work together as professionals and as a community of advocates for a better healthcare system.

What is DEI&B?

Diversity means valuing the wide range of differences among people—backgrounds, identities, experiences, and perspectives—that enrich our profession. Equity ensures fair treatment, access, and opportunities for everyone to succeed. Inclusion is intentionally creating environments where all voices are heard, respected, and welcomed. Belonging goes a step further—helping every individual feel genuinely valued and connected as an essential part of our community.

At NABIP, we believe that embracing these principles not only makes our association stronger but also helps us better serve the diverse populations and communities that rely on us for guidance and advocacy. A deliberate commitment to DEIB allows us to learn from one another, expand our perspectives, and build stronger relationships within our industry and beyond.

Why DEIB Matters

Enhanced Collaboration: When everyone feels included and heard, teams work more effectively together, bringing varied ideas and solutions to the table. **Greater Innovation:** Diverse perspectives fuel creativity and problem-solving. **Increased Engagement:** A sense of belonging encourages active participation, higher morale, and stronger professional connections. **Broader Impact:** DEIB initiatives help ensure that the benefits industry reflects and supports the full diversity of the public we serve.

Your Role in DEIB

We all play a part in creating a culture where everyone can thrive. Whether through attending DEIB training, engaging in dialogue, or simply being mindful of how we work with colleagues and clients, each of us contributes to a more inclusive and equitable industry.

Resources & Training

NABIP offers DEI&B resources and training opportunities designed to help members build skills, foster understanding, and take meaningful action. These resources include guides, discussion tools, and educational content to support DEIB learning at every level.

[Explore all DEIB Resources and Training](#)

Develop Your Leadership Skills with NABIP's Leadership Academy

Strong leaders make a strong industry—and NABIP is committed to helping members grow both professionally and personally. The Leadership Academy is designed to equip chapter leaders and members with the tools, knowledge, and confidence to excel in leadership roles within NABIP and in life.

Program Overview

The Leadership Academy is a 12-module program covering a wide range of topics to provide students with a well-rounded leadership experience. Modules can be completed through:

Pre-recorded sessions for flexible self-paced learning

Monthly live webinars for interactive instruction

A mix of both to fit your schedule and learning style

The live programming schedule is published each September, giving students plenty of time to plan their participation.

Who Can Participate

The Leadership Academy is open to all active NABIP members. Participation is free, making it easy for anyone interested in developing leadership skills to join.

Benefits of Completing the Program

Members who complete the program by May 15 are eligible for a discounted Annual Convention registration AND Graduates are recognized during NABIP's Annual Convention, celebrating their commitment to leadership growth.

By completing NABIP's Leadership Academy, members not only enhance their leadership skills—they also strengthen their chapters, contribute to a more dynamic association, and make a lasting impact on the industry.



LEARN MORE AND ENROLL TODAY

Build Connections. Build Careers.

Join the NABIP Mentor Program

Success in the benefits industry is built through relationships, shared experiences, and continuous learning. The NABIP Mentor Program brings members together to exchange knowledge, build connections, and support one another's professional growth.

What the Program Offers

The program pairs members seeking guidance with experienced professionals who are willing to share insight and industry knowledge. Whether you're early in your career, looking to expand your skills, or ready to mentor others, this program creates meaningful opportunities for development and connection.

Why Mentorship Matters

- Gain Practical Insight from experienced professionals
- Build Confidence by discussing challenges and opportunities
- Expand Your Network across markets and specialties
- Strengthen Leadership Skills by mentoring and supporting others

Who Can Participate

All active NABIP members are welcome to join as either a mentor or mentee. Pairings are based on experience, interests, and professional goals to create valuable connections.

How It Works

1. Apply – Submit a short interest form.
2. Match – Participants are paired based on goals and experience.
3. Connect – Mentor pairs meet regularly to share ideas and guidance.
4. Grow – Both mentors and mentees gain new perspectives and professional confidence.

Mentorship is one of the most impactful ways to develop your career while helping strengthen the NABIP community.



[Learn more and apply today](#)

QUESTIONS CAN BE DIRECTED TO
BWILLSON@NABIP.ORG



Unlocking Member Value: A Look Inside NABIP.org

At our February Ethics Meeting, Rusty Rice led an engaging and informative walkthrough of the National Association of Benefits and Insurance Professionals website, NABIP (www.nabip.org). The session was a great reminder that one of the most valuable tools available to members is often right at our fingertips—but not always fully utilized. Have you explored the website before? If not, you may be missing out on a wide range of resources designed to support your success in the benefits and insurance industry. Members can access timely legislative updates and advocacy tools to stay informed on issues impacting our industry. The site also offers a robust library of educational resources, including webinars, compliance guidance, and professional development opportunities to help you stay ahead in an ever-changing landscape.

In addition, NABIP.org provides valuable networking opportunities, event information, and member directories to help you stay connected both locally and nationally. Whether you are looking for industry insights, continuing education, or ways to get more involved, the website serves as a central hub for it all.

The February session highlighted just how much value is packed into this platform. If you haven't taken the time to explore it recently, now is the perfect opportunity to log in and discover everything available to you as a NABIP member.



Race Ahead at NABIP's 2026 Annual Convention

Join us June 27–30, 2026, in Atlantic City for the **NABIP Annual Convention 2026**. This year's "Racing Ahead" theme is focused on fueling progress, innovation, and professional growth. This dynamic event brings together industry leaders and peers for powerful networking and high-impact learning. Attendees will gain valuable insights, strengthen connections, and explore new ideas shaping the future of benefits and insurance.

From engaging educational sessions to a solutions-focused exhibit hall, you'll walk away with tools and strategies to elevate your business. Plus, enjoy time to recharge along Atlantic City's iconic boardwalk. Don't miss this opportunity to connect, learn, and grow—we look forward to seeing you there!

Thank You to Our Generous Sponsors

We're grateful to our sponsors for their invaluable support of NABIP Arizona. Their contributions help us deliver impactful programs, strong advocacy, and meaningful events for our members and community.

Don't see a partner you work with listed?

Encourage them to get involved! Sponsorship is a powerful way to connect, lead, and make an impact.

Interested in becoming a sponsor?

Contact president@nabiparizona.com.

GOLD SPONSORS



SILVER SPONSORS



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