

# NEWSLETTER

FEBRUARY 2026



## Highlights

NABIPAZ Board of Directors  
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Can't Miss Up Coming Events  
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Unlock Member Benefits  
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LPRT Opportunity  
Designations & Certifications  
DEI & B Training  
Leadership Academy  
Thank you Annual Sponsors

## Join us for Arizona Day at *OUR* State Capitol

When: February 12, 2026;  
from 9:00 AM – 1:00 PM

Where: League of Arizona Cities & Towns,  
located at 1820 W. Washington Street  
*See page 4 for further details*





As we settle into the new year, we're reminded just how fortunate we are to be surrounded by dedicated NABIPAZ members who generously share their time, talents, and passion to move our association forward.

Your commitment continues to shape our industry and strengthen our community in meaningful ways. Because of you, we're energized, connected, and looking ahead with purpose.

With that spirit, we're excited to share that recruitment is now underway for our new NABIPAZ Board, effective July 1, 2026. If you've been thinking about taking a more active role, this is a great opportunity to step in, grow your leadership skills, and help guide the future of our association.

There's a place for every voice, and many ways to get involved. Let's keep the momentum going — together!

Interested in learning more? Reach out to us at [communications@nabiparizona.com](mailto:communications@nabiparizona.com).



# 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
- Membership** Accai Bailey



Strong associations are built by members who choose to show up and lift others.

# Members Making a Difference - NABIP Member Spotlight on Sarah Gollwitzer

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.



## **Member Spotlight: Sarah Gollwitzer, Member Recognition Chair**

This month, we're excited to shine the spotlight on Sarah Gollwitzer, NABIP Arizona's Member Recognition Chair.

Based in Phoenix, Sarah brings her passion and expertise to Avesis, a trusted leader in vision and dental insurance, where she helps deliver tailored benefit solutions that make a real difference for brokers and their clients alike.

When asked how she got started in the industry, Sarah shared that she was drawn to the opportunity to help people navigate one of the most important aspects of their lives — their healthcare and coverage options. "I didn't start out planning a career in insurance. I came in as a temp! But over time, each role I took on, from quoting to underwriting to account management, showed me how much I value building real relationships and helping people navigate something that truly impacts their lives. What started as just a job turned into a career I care deeply about."

Sarah's involvement with NABIP has been a key part of her professional journey. She first joined to connect with other professionals and stay informed on industry trends, and it's made a significant difference in both her career growth and personal development. As the Member Recognition Chair, she's especially excited to celebrate the contributions of NABIP members and help everyone feel connected and appreciated.

On a more personal note, Sarah shared a fun fact about herself: "I'm a second-generation Arizona native. My dad's from Tucson, my mom's from Scottsdale, and I still live just 10 minutes from both of my parents and my two sisters. We're a close-knit crew, and around here, happy hours and Sunday night dinners are basically family traditions. Parents, kids, grandkids, friends, and dogs are always welcome!" After a long week, she recharges by spending time in her garden. "I've never considered myself to have a green thumb, but I absolutely love my small home garden. Whether things thrive or not, I keep planting, and it's become one of my favorite ways to unwind and stay grounded."

One of her favorite quotes that keeps her motivated is from Dolly Parton:  
"Find out who you are and do it on purpose."

# Day at the AZ State Capitol Legislative Update & Advocacy



Join NABIP Arizona for a timely and informative Day at the Capitol designed for health insurance professionals who want to stay ahead of Arizona’s rapidly evolving healthcare landscape. This half-day event will bring together state leaders, policymakers, and industry experts to discuss legislative and regulatory developments impacting our industry today —and in the year ahead.

A key highlight of the program will be an in-depth legislative recap and 2026 outlook from **Marc Osborn of Kutak Rock, NABIP Arizona’s lobbyist**. This session will provide critical insight into the 2025 legislative session, upcoming priorities, and what agents and advisors need to be watching as policies continue to evolve. Attendees will also hear updates on **regulatory and compliance trends, fraud prevention efforts, and how legislative changes affect employers, municipalities, and health plans across Arizona**.

The event will feature remarks from **Representative Julie Willoughby, House Majority Whip**, offering a legislative perspective on current priorities and the dynamics shaping the session. The program concludes with NABIP Arizona updates and the opportunity to observe Capitol activity, including hearings or floor sessions, as schedules allow. This event is an invaluable opportunity to stay informed, ask questions, connect with peers, and engage directly in the advocacy efforts that shape the future of healthcare in Arizona.

Following the program, join us for a NABIP Arizona Awards Celebration, where we will recognize and honor outstanding NABIP members for their leadership, advocacy, and service to the profession. The celebration will conclude with a casual networking reception, offering time to connect with colleagues and continue the conversation in a relaxed setting.



**Register NOW**



# UPCOMING MEETING

## Personal Branding for Benefits Professionals: From Strategy to Execution

**Date:** February 18, 2026

**Time:** 9:00AM- 10:30AM

**Location:** CASA Training Room-7878 N 16<sup>th</sup> Street, Phx AZ 85020

Learn how to build a personal brand that supports your marketing and sales goals in the benefits space. This session provides a practical, hands-on framework covering key marketing concepts such as funnels, content pillars, and content ideation—specifically tailored for benefits professionals. Attendees will leave with a clear personal branding strategy, content ideas, and a realistic posting cadence to confidently and consistently show up on LinkedIn with purpose and impact.



Speaker:

Olivia Jones, Employee Benefits Consultant, USI Insurance Services  
With a background spanning stop-loss program design and branding and marketing operations, Olivia brings a unique perspective on combining technical benefits expertise with effective digital storytelling. She is passionate about helping benefits professionals strengthen their credibility, build meaningful relationships, and grow their business through authentic personal branding.

Register  
[HERE!](#)

# NABIP CAPITOL CONFERENCE



## **NABIP's 36th Annual Capitol Conference**

**When:** February 22–24, 2026 | **Where:** Washington, D.C.

Join 800+ health insurance and benefits professionals for three days of education, policy updates, and advocacy.

Prepare on Sunday, get equipped on Monday, and make your voice heard on Capitol Hill Tuesday.

**Help shape the future of healthcare, connect directly with legislators, and network with industry leaders from across the country.**

Curious if this is right for you?

Call a NABIP Arizona Board Member and ask about their experience.

Learn more and register today by clicking [HERE!](#)



# Unlock Your Membership Benefits

By joining **NABIP Arizona**, you automatically become a member of **NABIP National**, so you get access to all the national member benefits included in your dues. This includes professional development, certifications, designations, webinars, resources, and exclusive member discounts on everything listed on the NABIP member benefits page. Essentially, you're getting two memberships for the price of one—all the tools and savings are ready for you to use to grow your skills and business.

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



## Looking to make a change in 2026?

Check out the NABIP Career Center & Career Planning Portal — your one-stop resource to plan, explore, and prepare for your next opportunity in the health insurance and benefits industry.

### **Benefits & Insights Include:**

*Job Outlook:* See if your dream job is in high demand.

*Education:* Discover if additional training or degrees could boost your career.

*Wages:* Visualize expected salaries or hourly pay.

*Career Videos:* Learn more about roles through video insights.

*Employment Projections:* Access multi-year employment trends for specific roles.

*Job Overview:* Understand what a typical day looks like in your chosen career.

*Skills & Abilities:* Identify the skills needed to succeed in your dream job.

**[Check it out here](#)**

## 2025 Q2 Quarterly Report – September 29, 2025

Membership | Advocacy | Media | Technology | Professional Development  
Aligned with NABIP's Future Forward theme, these reports keep you updated on our efforts to shape the future of the health insurance and benefits industry. Get insights into how our advocacy, innovation, and leadership are making an impact for members and partners.

**[Read More](#)**

# YOU ARE WORTH IT!

## Celebrate Excellence. Honor Impact. Recognize Leadership.

Every day, NABIP members make a difference through service, leadership, advocacy, and dedication to our industry. These efforts deserve to be recognized.

### Now is your opportunity.

The deadline to apply for Individual Member Awards is **April 5**. If you've ever thought, "I'm just doing my part," chances are—you're exactly who these awards were created for. Leadership isn't always loud, and impact often happens quietly. This is your moment to step into the spotlight or to nominate someone who inspires you!

### Award categories include:

- Harold R. Gordon Memorial Award – Lifetime achievement in the industry (1 award)
- Distinguished Service Award – Exceptional volunteer service (Top 50% of applicants recognized)
- Emerging Leader Award – Leadership and service impact (Top 50% of applicants recognized)
- Presidential Citation Award – Excellence in service (Unlimited awards)
- William Wetzel Award – Excellence in public speaking (1 award)

If you have questions or need encouragement to apply, reach out to our Awards Chair, Sarah—she's happy to help.

### Learn more and submit your application: [HERE!](#)

Because recognizing excellence strengthens our community—and inspires the leaders of tomorrow.





## Recognizing Excellence: Leading Producers Roundtable

[Join Now](#)

In our industry, there are professionals who don't just meet expectations—they raise them. They lead with integrity, deliver exceptional service, and consistently produce results that move the industry forward.

NABIP's Leading Producers Roundtable (LPRT) exists to honor those individuals.

Founded in 1942, LPRT recognizes top-performing professionals across health, disability, long-term care, and worksite marketing, including carrier and agency leaders. These members represent the very best of our profession—and in doing so, help elevate standards across the entire industry.

LPRT members enjoy exclusive discounts, complimentary educational opportunities, and national recognition, celebrating excellence while continuing to grow as leaders.

If you're committed to excellence and believe in setting the bar higher—for yourself and for our industry—this may be your next step.

**Deadline to apply: May 31**

Learn more and apply:

<https://nabip.org/membership-resources/lprt-leading-producers-round-table>

# Exclusive Discounts on Certifications for NABIP Members

## Elevate Your Career with NABIP Certifications

Take your professional skills to the next level—and showcase your expertise to clients, peers, and employers. NABIP Certifications give you the knowledge, credibility, and confidence to stand out in the insurance industry.

### Flexible Learning Options

Online Self-Study: Learn at your own pace, on your own schedule.

Classroom & Webinar Sessions: Interactive, instructor-led sessions to deepen your understanding.

### Why Get Certified?

Elevate Your Professional Brand: Display your certifications proudly on LinkedIn, business cards, and email signatures.

Grow Your Knowledge: Gain in-depth insights and practical skills you can apply immediately.

Stand Out in the Industry: Show clients and employers that you are committed to excellence.

### You Can Do It!!!!

Whether you're just starting out or looking to advance your career, NABIP Certifications are designed for busy professionals who want to learn, grow, and be recognized.



**LEARN MORE AND GET STARTED**

# 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.

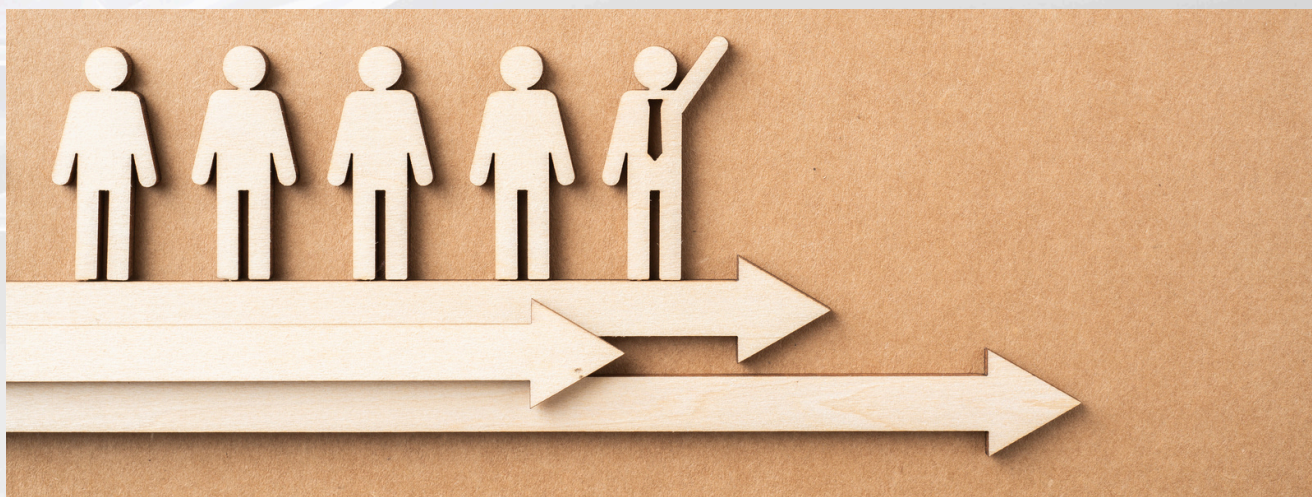
## Who Can Participate

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](#)**

# Grow Together: Join the NABIP Mentor Program

Success in the benefits industry doesn't happen in a vacuum — it happens through connection, shared knowledge, and community. The NABIP Mentor Program brings together experienced professionals and emerging leaders to build meaningful relationships that strengthen careers, broaden perspectives, and enhance the entire association.

## What the Mentor Program Is

The NABIP Mentor Program pairs members looking to grow professionally with seasoned industry mentors who can provide guidance, insight, and support. Whether you're early in your career, exploring new opportunities, or striving to reach the next level, mentorship offers a personalized path to learning and success.

## Why Mentorship Matters

**Accelerate Career Growth:** Gain practical knowledge and real-world insight from someone who's been there. **Build Confidence:** Discuss challenges and opportunities in a trusted, supportive space. **Expand Your Network:** Connect with professionals across markets, specialties, and experience levels. **Develop Leadership Skills:** Mentors strengthen their coaching and leadership abilities while helping others succeed.

This is more than a program — it's a community where members help develop the leaders of tomorrow while reinforcing the industry's collective strength.

## Who Can Join

The Mentor Program is open to all active NABIP members — whether you're seeking guidance or ready to give back as a mentor. Matching is based on interests, goals, and experience so that each pairing is meaningful and relevant.

## How It Works

**Apply:** Members interested in participating submit a brief application.

**Match:** NABIP pairs mentors and mentees based on goals, experience, and market focus.

**Connect:** Pairs work together throughout the year, meeting at regular intervals to share ideas, tackle challenges, and guide growth.

**Grow:** By the end of the mentorship cycle, both mentors and mentees walk away with new skills, fresh perspectives, and stronger professional confidence.

*Mentorship is one of the most impactful ways to grow your career and support a thriving professional community. Whether you're looking to learn from others or share what you've learned, the NABIP Mentor Program is a powerful way to connect — and succeed — together.*

## [Learn more and apply today](#)



# Thank You to Our Generous Sponsors

**WE EXTEND OUR SINCERE GRATITUDE TO OUR SPONSORS  
FOR THEIR INVALUABLE SUPPORT OF NABIP ARIZONA.**

Thanks to their contributions, we're able to deliver impactful programs, strong advocacy, and meaningful events that benefit both our members and the broader community.

Don't see someone you do business with?  
Encourage them to get involved!  
Sponsorship is a powerful way to connect, lead,  
and make a difference.

Invite them to become a NABIP Arizona sponsor today —  
contact **[president@nabiparizona.com](mailto:president@nabiparizona.com)**.

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