



NABIP Central Florida 22-23 Annual Summary Report

Dear fellow NABIP Central Florida members,

As our year draws to a close in June, it has been my honor and privilege to serve in the role of President of Central Florida NABIP during this historic year for our organization. I can not thank enough the support of this board, previous presidents, and members, that I have had throughout this year.

When I took over last July, we knew this was going to be a momentous year with the upcoming change in the name of our organization effective January 1st, 2023 to the National Association of Benefits and Insurance Professionals. This name, which better identifies with the members and our goals of serving our clients and industry, will be the benchmark going forward to growing this organization in the coming years. In line with this, we began the year with a focus on offering an array of different content and events to look at attracting fellow agents and vendors, alike, who will allow our organization to grow beyond pre-pandemic levels.

At our Strategic Planning Meeting last July, we began the year by recognizing our Award Winners from the 21-22 year. NABIP Central Florida was one of only 4 medium size local chapters in the country to receive the PACESETTER Award last year. Central Florida was also proclaimed Chapter of the Year in the state of Florida. We had four of our board members recognized as graduates of NAHU's Leadership Academy in 2021-2022. We also began to set the wheels in motion for upcoming membership campaigns and began the planning of monthly events for the upcoming year, which included quality speakers, continuing education opportunities, and social and networking events.

On Tuesday August 16th, 2022 our year started with a 4 hour Law & Ethics Continuing Education class presented by our Executive Director, Dave Sherrill. In September, we hosted a social event with our Fall Kickoff at The Wine Room in Winter Park. This was a tremendous success and allowed members to meet after hours in a less formal setting. For October, Damian Beiter spoke on Tax Implications of LIFE/STD and LTD as part of a 1 hour CE class. After the scheduled meeting, our own Jen LaTour also provided an additional 1 hr CE class. For November, Sam Rennard spoke on cross-selling with voluntary benefits and in December we hosted our Holiday party for our members. As usual, we collected a whole bunch of toys for local families in need.

To begin 2023, Marcy Buckner, the VP of Government Relations from NABIP came to speak to us on the new name as well as how the recent election has affected our ongoing agenda with lawmakers at our January meeting. February was filled with travel as we had our Day on the Hill on February 7th in Tallahassee where our Legislative Chair, Angela McNay did a tremendous job in getting 20+ live

meetings set with different state officials in our area. We also led the state with the number of members who attended and were able to break out into smaller groups to make sure each of those meetings was covered. At our monthly meeting in February, Andy Juster spoke on PEOs, and we concluded the month with Capitol Conference in Washington DC. Once again Angela stepped up and got us live meetings with all of the legislators covering area, except one and we had a strong contingent who attended to make sure we got to all of those meetings.

For March we have our carrier panel with five carrier leaders who are prominent in Central Florida. In April we will hold our annual Spring Swing Golf Tournament in conjunction with our local NAIFA chapter, as well as different exciting speakers and social events coming up in the next few months to round out the year.

Our dedicated members, and sponsors have continued to make the Central Florida chapter the organization for which other chapters in the state and throughout the country, strive to be and I can not thank them enough, along with our board for making this possible. The value our association provides is a message that we need to continue to spread throughout the industry.

Sincerely,

Chris Kinley

NABIP Central Florida Chapter President