

National Association of Benefits and Insurance Professionals

New Mexico Chapter



NABIP

Shaping the *future* of healthcare

2025

Chapter Highlights





2025 NABIP New Mexico Chapter Yearly Highlights

INTRODUCTION:

NABIP New Mexico is a state only chapter originating in Albuquerque, New Mexico. We provide support, education, advocacy and networking to agents and brokers in the state. We are a strong association who's board members and membership work hard to bring information and events which help agents and brokers thrive in an every changing healthcare landscape. Each year we champion a charity so as to support our local community.

A YEAR IN REVIEW

Legislative: This year we had our annual Day on the Hill in Santa Fe, New Mexico. It was a short, 30-day legislative session. With only a few short days to affect legislation, our team and our partners at NABIP National were able to create an Operation Shout and visit legislators to help HB99 cross the finish line and defeat a problematic amendment. HB99 will allow a cap on malpractice awards and this will bring down the cost of liability insurance for providers in the state. We hope more



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providers will come to the state as they will no longer have a high premium or high malpractice awards.

NABIP's PAC: NABIP New Mexico gave a total of \$500 (\$250 Cisco Rubio/ \$250 NABIP NM), to NABIP PAC at the National Capital Conference.

Membership: Membership information provided at each event. Membership and Membership Committee highlighted value of membership. Most new members (6) at the March 26th, ICHRA event.

Charitable Outreach: Each year at our TopGolf event, we select a charity to highlight. In 2025 it was Roadrunner Food Bank. In 2026 it will be NM Boys and Girls Ranches. The association sells raffle tickets (50/50 raffle). The winner gets 50% of proceeds, the charity gets 50% of proceeds. In all years, the winner has donated their 50% to the charity. In 2025 the total amount to Roadrunner Food Bank was \$1,100.00.



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Professional Development: We do not have a robust Professional Development committee and have had changes in the provider used by the State of NM to approve CE credits. We will resume CE credits in 2026.

Leading Producers Round Table (LPRT): We support any agent wishing to reach the LPRT designation. We have 1-Golden Eagle and 2- Soaring Eagles members. LPRT is noted on our website so members can learn more.

Chapter Awards: All board members are actively participating in gathering information for our awards. In 2026 our chapter was awarded the NABIP Silver Certification. We have had awards for Triple Diamond Award (Cisco Rubio), Distinguished Service Award (Cisco Rubio), Presidential Citation Award (Agnes Gallegos). Local awards include; MVP Award (Danine Baca). Pat Miller Award (Cisco Rubio), Eva Jean Fomalont Award (Damon Bower), Anne Sperling Award (Debra Gassoway).



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Media/ Social Media/ Communications: This is our first year with dedicated social media board member. We have posted onto LinkedIn and Facebook for each event.

Meetings/ Conferences: This year we partnered with NAIFA at their annual conference. We had our annual Day on the Hill, Medicare Summit and included a new Individual Health Plans Summit to the roster. We had a networking event at TopGolf for the 5th year in a row. We also engaged in regular board meetings.

Sponsors: Sponsors are the lifeblood of our chapter and we honor them every way we can. We provide opportunities for sponsors to consider contributing as an Annual Sponsor to get a year of marketing and networking or we offer event sponsorships if they would like to promote their business in a big way or just pay for a table to be there in person.

Best Practices for Fellow State Chapters: We are always willing to provide assistance and/or information to any chapter. We would like to share more



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opportunities for continuing education classes so that neither chapter has to come up with novel ideas for education.

BOARD OF DIRECTORS

Special thanks to our 2025-2026 Board of Directors

- ❖ Agnes Gallegos, President
- ❖ Damon Bower, President-Elect
- ❖ Danine Baca, Treasurer
- ❖ Carmen Good, Secretary
- ❖ Cisco Rubio, Past-President
- ❖ Debra Gassoway, Membership Chair
- ❖ Chene Eaton, Retention Chair
- ❖ Agnes Gallegos, Awards Chair
- ❖ Lila Garza, Sponsor Chair
- ❖ Cisco Rubio, PAC Chair

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