

NABIP 2025 HAROLD R. GORDON MEMORIAL AWARD

NOMINATION FORM

Nominee's Name: James R Stenger

Nominee's Email Address & Phone Number:

stengerj86@gmail/com - 973-951-6373

Nominator's Name (Print): Michael A Embry

Nominator's Signature:

Nominator's Email Address & Phone Number:

membry@comcast.net - 586-484-5745

Please make a copy for your records and email the application form and supporting documentation and testimonials to BWillson@NABIP.org. Electronic copies only, no hard copies will be accepted.

Rules:

- 1. This Nomination Form should be accompanied by a supporting statement detailing the accomplishments of the nominee. Supply information on present and former positions within NABIP, including the individual's connections with health insurance, educational background and degrees, special honors and membership and positions held in outside organizations. Most importantly, please provide specific accomplishments that, in your opinion, entitle your nominee to be considered for this prestigious award.
- 2. Nominations without supporting statements may not be given the same consideration by the Harold R. Gordon Committee as other applications with corroborating documentation.
- 3. Testimonial letters from industry and work colleagues, community leaders, and outside organizational leaders are welcome to be submitted with the other documentation as well.

Due date:

THE DEADLINE FOR RECEIPT OF SUBMISSION AND SUPPORTING DOCUMENTATION IS MAY 6, 2025.

Please submit to Brooke Willson at <u>bwillson@nabip.org</u>



2025 HAROLD R. GORDON MEMORIAL AWARD

Nominee's Name: James P. Stenger
Norminee's Name
Nominee's Email Address & Phone Number:
Stengeri 86 9 amail. com 973-951-6373
Nominator's Name (Print): Mariyn a. Stenger
Nominator's Signature: Morelyna.
Nominator's Email Address & Phone Number:
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NOMINATION FORM

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Please submit to Brooke Willson at <u>bwillson@nabip.org</u>

NOMINATION FORM

NABIP

Nominee's Name: James R. Stenger
Nominee's Address & Phone Number: 8926 Crown Colony Blvd Fort Myers, Florida
973-951-6373
Nominator's Name (Print): Gary V Cupo
Nominator's Signature:
Nominator's Address & Phone Number: 1625 Cadorette Drive The Villages, FI 34762
973-800-0500

Please make a copy for your records and email the application form and supporting documentation and testimonials to awards@nahu.org.

Rules:

- 1. Nomination form must be accompanied by a supporting statement detailing the accomplishments of the candidate. Be sure to supply information on present and former positions, including the individual's connections with health insurance, educational background and degrees, special honors and membership and positions held in organizations. Most importantly, please provide specific accomplishments that in your opinion entitle your candidate to this prestigious award.
- 2. Nominations without supporting statements will not be considered by the Gordon Committee.

Due date:

THE DEADLINE FOR RECIEPT OF SUBMISSION AND SUPPORTING DOCUMENTATION IS MAY 8.

James R. Stenger Harold R. Gordon Memorial Award Submission

Jim joined NAHU in 1992 when the State of New Jersey was undergoing small group and individual health insurance reform. He saw the need for "power in numbers" in the organization's efforts in the State Capital, Trenton

Jim became involved as the Communications and Awards Chair for his local chapter, Northern New Jersey AHU. He published a monthly chapter newsletter and was active in seeing that members received proper recognition for their association activities though the awards program.

Before Jim had the opportunity to serve as a local chapter board officer, he was tapped by the State Leadership Team (Gary Cupo) to run for the State Board as Secretary. He ascended up the chairs to become President of NJAHU in 1999. He ran the State annual convention twice and was the first New Jersey President to win the coveted Louis G. Mattei Lifetime Achievement Award in the same year he served as President. This was in large part due to Jim's very active and visible role in advocating for the role of the broker with the insurance carriers who were then trying to minimize the function of the professional insurance broker.

After serving as Immediate Past President, he took on the role of New Jersey State Legislative Chair where he founded the Legislative Management Team (after he attended a regional leadership conference where the structure and importance of an LMT was explained).

Jim had the pleasure to serve for 10 years as the Chair of the New Jersey Small Group Health Benefits Board (SEH) In Trenton, New Jersey. The SEH Board is part of the New Jersey Department of Banking and insurance and is responsible for regulating the health insurance market for the 2-50 marketplace. There he oversaw the activities of the Board and worked closely with the regulators, carriers and other stakeholders to make sure the health insurance marketplace remained competitive and responsive to the needs of the small business owners.

Jim served as the State Legislative Chair for three years after which he became the Regional Legislative Chair for then Region 1 & 2. He served there for three years and was then asked to serve as the Region 1 & 2 HUPAC Chair. After two years in that role, Jim was asked to become the National HUPAC Vice Chair under Mike Gray. During his tenure as Vice Chair, Jim helped establish a balanced and professional method of delivering HUPAC checks to Members of Congress wherein checks were delivered in the Congressional Districts by NAHU members whenever possible and timely.

Before Jim could become HUPAC Chair, he seized the opportunity to run for Region2 Vice President just as Region 2 was being separated from Region 1. Jim served as Region 2 Vice President for three years wherein he re-established Region 2 as an autonomous, thriving region. At the end of his third year as RVP, Region 2 won the Regional Blue Chip Award, the Region of Excellence Award, and the coveted Membership Cup.

Jim ran for and won the NAHU Secretary position at the Annual Convention in Las Vegas. He then proceeded to go through the National Chairs and was our NAHU President in 2015 to 2016. While going through the chairs, Jim served as the Board of Trustees Liaison to the Awards Committee, LPRT, the Vanguard Council, the Chapter Development Committee and the Membership Council. In each role, he contributed significantly to the success of each of those committees.

He understood the importance of NAHU's political action committee was as active contributor at the Capital club level. He also was a high level contributor to the NJ State PAC as well. After moving to Florida, he served as a Board member of Florida's State Political Action fund (PAF).

Jim has been recognized with the following awards:

- Recipient of the Louis G. Mattei Achievement Award for Outstanding Achievements as a member of NJAHU.
- Lifetime Golden Eagle Member of the Leading Producers Roundtable (LPRT) for Outstanding Sales Management
- Triple Crown Award Recipient
- Blue Chip Region Award
- Region of Excellence Award
- NAHU Membership Cup for Region 2 2011-2012
- NAHU Distinguished Service Award 2014

Jim has traveled the country speaking at many Local, State and Regional Meetings and has published an article for HIU magazine about how to use the awards criteria to develop a strategic plan. He is also the author and narrator of a webinar on the topic of Succession Planning. He was a contributor to and a member of the Board of Trustees of he NAHU Education Foundation.

Jim entered the health insurance business in 1973 and worked for two large insurance companies and two international employee benefit brokerage firms in New York. He joined NAS Financial Services in 1986 as an owner. He built NAS to become one of the largest general agencies in New Jersey. BenefitMall acquired NAS in March 2010. While at BenefitMall, Jim was the Director of Benefit University, BenefitMall's School of Continuing Education. There he developed and taught several CE courses ranging from Medicare to Long Term Care Insurance to Self-funding to the Basics of Sales. In 2012 Jim and his wife Marilyn moved to Florida and formed MVS Consulting.

ADDITIONAL NAHU ACTIVITIES

- 2015 NAHU National Treasurer conceived and executed the "Member Loyalty Rebate" program designed to provide scholarship funds to firsttime Capitol Conference and Annual Convention Attendees
- Lead the effort to establish the NAHU Governance Committee in order to provide guidance to the BoT regarding multiple management practices including Board Member training, best practices and organization of policies and procedures.
- Served as a member of the Governance Committee for three years and was asked by Pat Griffey and Dane Rainhard to serve as the Chair of the Committee for the 2019-2021 years.
- As NAHU Vice President, President-elect and President, initiated and lead the Vision 2020 initiative to update the organizations aspects of the NAHU Strategic Plan. Vision 2020 resulting in:

- Better defining he roles and responsibilities of the staff, committees, focus groups and BoT
- Accomplished the rebranding and editorial viewpoint of NAHU's magazine, formerly known as Health Insurance Underwriter. The new name, America's Benefit Specialist more accurately reflected the identity of our organization and integrated with our power statement and logo.
- Resulted in the development and implementation of the new Agency Dues Model which was designed to increase membership numbers and dues revenue. This dues model was designed to preserve the individual member model while simultaneously maximizing the opportunity for mid-to-large size agencies to partner with NAHU in a more meaningful and robust way.
- As President Jim traveled to many chapters to support their events and spoke extensively about Heritage, Culture and Vision of NAHU with the purpose of educating members about strength, resilience and impact of NAHU
- Jim initiated and helped implement the Dream Racer Program. He partnered with Marilyn Stenger and Dennis Hartin to provide the first Dream Racer car to the Golisano Children's Hospital in Fort Myers, FL.
- Chaired the Affinity Program Task Force to fine-tune and more aggressively market the sponsored programs offered to members.

OTHER non-NAHU ACTIVITIES

- President, Men's Action Guild, St. Hilary's Episcopal Church, Fort Myers, FL
- Volunteer for the Community Cooperative Food Bank, Fort Myers, FL
- Driver for Boomerang Transportation Services Driving under-privileged worker's compensation patients to therapy appointments
- Member of the Board of Trustees of the St. Charles Yacht Club, Fort Myers,
 FL
- Served as Commodore of the St. Charles Yacht Club in Fort Myers, FL
 - o Increased membership by 21 new members
 - Oversaw the development and funding of a \$2.2 Million dock replacement project
 - o Participated in multiple charitable fundraisers

- Raised money and provided Christmas gifts to underprivileged children through the Heights Foundation, a local charity for the benefit of a depressed local neighborhood
- Supported PACE Foundation for girls through a fundraiser hosted by the Yacht Club. The PACE Foundation academically assists young women who are considered "at risk"
- Developed relationship with the Greater Fort Myers Chamber of Commerce resulting in hosting several events at the Club.
 Also participated In the annual golf charity tournament and the Annual Chrysalis Awards recognizing the local small business community and he Department of Tourism.
- Member of the Silver Stars, an organization of Past Commodores which supports the Yacht Club's major events known as The Commodore's Ball.
- Member of the Ni Board of Directors of HealthSense from 2002 to 2006
- Member of the NJ Business and Industry Association of Health Affairs Committee 2002 to 2010
- Supporter of Urban Impact, a program which offers opportunities for young men in New Jersey's inner cities
- Member of the Parents of Graduates of The Delbarton School
- Past President of the Booster Club of the Academy of St. Elizabeth
- Past President of the Morristown National Little League
- Past President of the Morristown Jaycees
- Member of the Parents Club of The College of the Holy Cross
- Past President of the Bradford Estates Civic Association

Jim graduated from Fairfield University in Fairfield, CT with a BA in English and did his Graduate Studies in Taxation and Finance at Pace University in Manhattan.

Jim and his wife Marilyn live in Fort Myers, FL. They enjoy spending summers in Cape May, NJ where they love spending time with their family. They have six children and 13 grandchildren with #14 on the way.

April 6, 2025

NABIP

Harold R. Gordon Award Committee

Dear Gordon Award Committee,

Having been a leader in NAHU / NABIP for over 20 years, I've had an opportunity to work alongside many Servant Leaders. It is my opinion that James Stenger is one of the best leaders I've known and had the honor to serve with.

I first got to know Jim and begin our friendship when he and I served on the NAHU Board of trustees. I was able to serve with Jim over many years or the board which culminated with serving as his President Elect in 2017 – 2018. During my time working alongside Jim, I learned a great deal about being a servant leader. His professionalism, integrity and leadership created a team that led NAHU through some challenging times. Under Jim's leadership, the team realized what a "Noble Cause" it was to be a Servant Leader!

Whether it was serving on the Board of Trustees, The NAHU HUPAC Board or Chairing the NAHU Governance Committee, Jim always brought a level of Leadership with Class and Professionalism that always put our members first. Jim was a selfless leader.

I can't think of any other leader NAHU / NABIP that is more deserving to receive the Prestigious Harold R. Gordon Memorial award that James R. Stenger.

Sincerely,

Michael A. Embry, RHU, REBC

2018 - 2019 NAHU President.

Marilyn A. Stenger 8926 Crown Colony Blvd Fort Myers, FL 33908 973-879-8353

April 25, 2025

Harold R. Gordon Committee NABIP

It was the greatest admiration and honor that I have the opportunity to write this letter to you regarding the Nomination of James R. Stenger as a recipient of the Harold R. Gordon Award.

I have had the privilege of knowing and working with Jim in the State of NJ since 1999. It was my first year as a member when I asked if I could attend the NAHU Annual Convention in Miami. It was there that I met Jim and began our working relationship. Jim was a true mentor as I went through my Local Chapter Chairs and then went on to the NJ State Board. Whenever I had an issue or question, everyone in NJ knew the person to go to for Guidance was Jim Stenger. He always made himself available to help whenever asked.

NAS Financial Services (Jim's company) was my most active and biggest account while I was working at AmeriHealth Insurance Company as a Broker Rep. Whenever I asked to be with his Brokers to promote my company, he always encouraged me to spend time with them to help them learn of our products so they could be the most current with what was happening in the marketplace. Jim was well respected by his competitors and Sr. Executive management at all the Insurance Carriers.

Jim was very active in our State Capital and testified many, many times to promote and protect the role of the Broker. He was very influential when he testified against Blue Cross when they tried to have variable pricing and reduce or eliminate Broker commissions. Needless to say, his testimony stopped that from happening.

During the Annual Capital Conferences, Jim's presentations to our members of Congress was very impactful, clear and very influential. His reputation and friendship with Congressman Rodney Frelinghuysen was not only in DC but back in our district as well. Rodney had called upon Jim on several occasions to write letters to our local newspapers with facts regarding a lot of the issues regarding Obamacare as well as other pressing matters.

As you will see from all the documentation and other letters, Jim is not only well known in our industry but is also highly regarded as a true professional that is well educated on all the matters at hand and an exceptional leader. Having said all this, I hope you agree that Jim is a well deserved Candidate for this prestigious award.

Regards,

Marilyn A. Stenger



Fairfield Commons 271 Route 46 West Suite F-109 Fairfield, NJ 07004 www.BenefitSolutions.com 973-808-2888 973-808-2887 Fax

April 24, 2025

National Association of Benefits and Insurance Professionals 999 E Street NW Suite 400 Washington, DC 2004

Re: Harold R. Gordon Memorial

To whom it may concern:

In 1991, under the leadership of Lou Mattei as President of the New Jersey Association of Health Underwriters, our association expanded from only a state association to add 5 new chapters. In 1995, I became the State President and was invited to Washington, DC at headquarters for training. The main message I received was to find great leaders to serve on the state board to continue our efforts to expand and grow our association. I saw that great leader to be Jim Stenger and asked him to bi-pass involvement with the local board chapters to have a position on the state board. He became our State President 1999-2000. Jim was very successful in building a national general agency. As a producer representative on the NJ Small Employer Health Benefits program board responsible for regulating the health insurance market for the 2-50 marketplace, I watched Jim get appointed by the Governor to this board as a small business representative and saw his passion and desire to serve for 10 years as its chair.

The highest honor NABIP-NJ can offer to our members is the Lou Mattie award which Jim received in 2000. When you see all his involvement and accomplishments since serving on a state level, to his efforts on a regional level and then to the national level, we should also honor Jim with NABIPs highest honor, the Harold R. Gordon Memorial award.

Thank you for your consideration for James R Stenger to receive this award.

Gary V Cupo, CLU, ChFC

President/CEO

April 25, 2025

Harold R Gordon Committee
National Association of Benefits and Insurance Professionals

Re: Recommendation of Jim Stenger for the Harold R Gordon Memorial Award

Dear Members of the Harold R Gordon Committee,

It is my honor and pleasure to submit a nomination for this year's Harold R Gorden Memorial Award to Jim Stenger, Past NAHU President. Each year someone is presented with this most prestigious award in the industry. It is certainly time to acknowledge Jim for his many years of unwavering dedication to our Association. He is without a doubt a servant leader.

I have experience first hand working along with Jim during much of his leadership roles during the time we served together on the BOT. He always followed through on projects and led with open ears to suggestions along the way. He introduced his Vision 2020 and created a well-planned strategic direction for the membership. Another very valuable teaching was his use of always, "Start with Why".

He often encouraged the members to use the Award program as a guide to an active and healthy chapter. He emphasized that chapter leaders delve into each of the awards early on and determine how each of the various committees could craft valuable goals by using the criteria as their outline for the year. Sometimes he would advise chapters to use the awards program as a roadmap for success.

Jim shared his leadership expertise by traveling to many State and Local chapters over the years, for their monthly meetings, special meetings, golf tournaments and other events getting to know one another. Sharing ideas and talking to those at the ground level built encouragement and excitement within the membership, while remaining humble. If you ever met Jim, he soon became a friend. His ability to share a vision and ability to work well with people of all levels led to growth in membership and commitment to the goals set forth.

I could not begin to share all of the committees he either led or participated in over many years. His dedication to our industry should be on the NABIP list of honored recipients of the Harold R Gordon Memorial Award. Thank for your consideration.

Sincerely,

Rosanne Wolfe, RHU, REBC, LPRT NAHU Region VII RVP 2013-2017 NAHU National LPRT Chair 2007 NAHU National Awards Chair 2020 rosanne@wolfeinsurance.com 520-906-2735 April 05, 2025

Harold R Gordon Committee
National Association of Benefit and Insurance Professionals

Re: Recommendation of Jim Stenger for the Harold R. Gordon Memorial Award

Dear Members of the Harold R Gordon Committee,

It is with great pride and enthusiasm that I nominate Jim Stenger for the Harold R. Gordon Memorial Award, the highest honor bestowed by our Association. Jim's exemplary leadership, unwavering integrity, and lifelong commitment to the betterment of our profession make him an ideal and highly deserving recipient of this prestigious award.

Jim's tenure as National President of NABIP was marked not only by visionary leadership but by an uncommon ability to unite people, inspire change, and elevate the voices of our members serving on the front lines of health and benefits advocacy. I personally served on the Board of Trustees under his leadership, and he led with both strength and humility, guiding our association through times of change with clarity, steadiness, and a deep sense of mission. Jim never sought the spotlight for himself, but his impact is unmistakable in the improved structure, outreach, and reputation of our Association today.

His leadership style is grounded in service, collaboration, and a tireless drive to protect and enhance the role of the agent. He brings people together across diverse perspectives, always listening deeply and acting decisively. Under his guidance, NABIP saw remarkable growth in engagement, visibility, and strategic direction—an enduring legacy that continues to shape our future.

The Harold R. Gordon Memorial Award recognizes not only service and achievement, but the spirit of leadership that lifts our entire profession. Jim embodies that spirit fully. His lifetime of dedication, his strategic influence, and his heartfelt care for our members and mission set him apart as one of the most respected and impactful leaders our association.

It is with deep respect and genuine admiration that I recommend Jim Stenger with this year's Harold R. Gordon Memorial Award. He is not only deserving—he exemplifies what this award was created to honor.

Paige Phillips
Executive Director
Alabama Chapter NABIP



Thank you so very much for asking me to contribute to Jim's Gordon award submission

"I have had the honor and privilege to know and work with Jim Stenger over the past 20 years. He is an exceptional servant leader who has goes far and beyond contributing to our great federation. Working with Jim on the Board of Trustees and Executive Committee was a pleasure as he was tirelessly committed to growing his region as RVP and advancing the mission and vision of our noble association. His longtime industry expertise, leadership and savviness was invaluable to our growth and effectiveness. Jim is a loyal and dedicated friend, husband and father and remains passionate to giving back to his industry and community. I adore Jim Stenger and wholeheartedly endorse his nomination to the HR Gordon Memorial Award".

Bruce D. Benton, RHU, REBC
Executive Vice President and CEO
CA Corporate License #0D91095
CA Individual License #0609247

An Affiliate of Professional Insurance Associates (BN)

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20058 Ventura Blvd, #10 ● Woodland Hills, CA 91364

bruce@genesisfinancial.biz ● www.genesisfinancial.biz

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April 22, 2025

Re: 2025 Harold R. Gordon memorial Award

To the committee,

I am honored and excited to offer my support for Jim Stenger as the 2025 recipient of Gordon Memorial Award presented annually by NABIP.

As a new member to NABIP, Jim served as a role model of what NABIP leadership should be, regardless of whether on the stage, on Capitol Hill or simply sitting in a restaurant. Jim has always been the quintessential leader especially during difficult times.

Our association is better off and better equipped to navigate the current terrain because of initiatives such as Vision 2020. It was because of his vision, leadership and ability to communicate a clear message is the reason that we had a road map to build upon, for 2020 and beyond.

Awarding Jim Stenger, the Gordon memorial for 2025 would be an award that is well deserved by Jim Stenger.

Thank you for the opportunity to share my thoughts on this year's Gordon Memorial. As the current Treasurer of the NABIP Board of Trustees, I have a great appreciation for the effort Jim Stenger invested into our association.

Regards,

Mychal H. Walker, Sr., CLTC, FRC The Walker Agency, LLC 404-254-0434 (O) 404-543-4706 (C) 770- 234-5436 (F) 3470 McClure Bridge Rd. 204 Duluth, Ga. 30096 April 27th, 2025

Harold R Gordon Committee
National Association of Benefit and Insurance Professionals

RE: Recommendation of James Stenger for the Harold R Gordon Memorial Award

Dear Members of the Harold R Gordon Committee,

It is my honor to submit this letter of recommendation for James Stenger for the Harold R Gordon Memorial Award, the highest honor bestowed by our Association.

Jim's leadership, not only during his NABIP Presidency, but before and after is exactly the kind of Leadership that our Association needed and deserved. My personal experience of working with him and for him was layered with integrity, inclusiveness and ultimate selflessness as he guided each of us around him to higher levels of participation, activity and results. One of my favorite memories was spending 3 hours straight, talking with Jim and Marilyn the night before our convention in Spokane, Washington. During that time not only did I learn about his history and background of NABIP, but I discovered and uncovered reasons why I was giving back to our community through his thoughtful and interested questions about who I am what I stood for. It was a teachable moment for me and one that I strive to pay forward to others.

It is with gratitude, respect and admiration that I get to share this letter recommending James Stenger for the prestigious Harold R Gordon Award that recognized our best of the best in leaders.

Keith Wallace Region 8 Vice President

Michelle E. Major 14571 Laguna Drive Fort Myers, FL 33908

April 27, 2025

To: Harold R. Gordon Award Committee NABIP

In 2016, my husband and I moved from Toms River, NJ to Fort Myers, FL. Not knowing anyone in the area, we joined St. Charles Yacht Club as a way to meet new friends and stay active in one of our favorite past times, boating.

It was at that time that we had the opportunity to meet our Yacht Club Commodore, Jim Stenger. We saw right away that he was a very dynamic and inclusive leader. He made us feel very welcome at the club and had me jump right in and join his Commodore Ball Committee. We had a great time planning and executing this prestigious event which turned out to be very successful highlighting Jim and his home State of NJ.

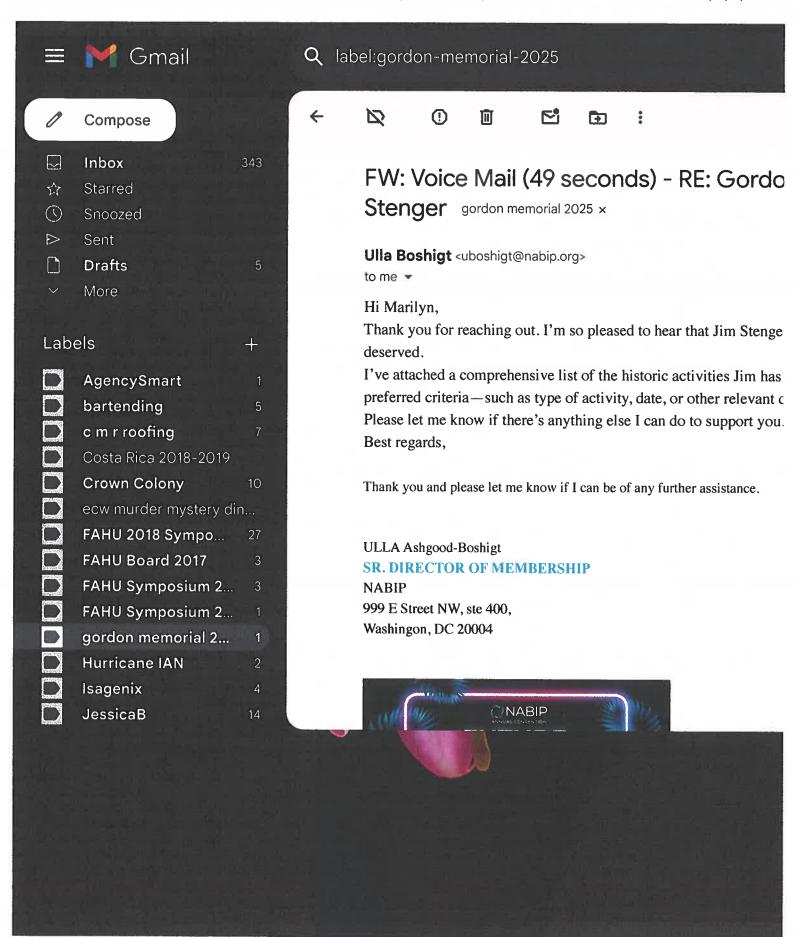
While Jim was Commodore, he had many tasks that he had to handle on a daily basis. Growing membership, supporting many charitable endeavors, supporting all the committees with their activities all the while making sure we were staying well financially. If this wasn't enough, he found the time to oversee the \$2.2 million dollar dock replacement project. At the end of his term, the club was left in amazing shape and the new docks are spectacular!

Within the first year of our friendship, my husband was diagnosed with Louie Body Dementia and had to be placed in a Memory Care Facility. Jim and his wife Marilyn were an enormous support to me and to my husband. They made time to go see my husband and spend time with him at least once a week. Upon his passing, they were with me and supported me through this difficult time in my life. They were always there no matter what time of day I needed them. I am so happy to consider them family to me.

It is such an honor to write this letter to you to support Jim in his nomination for this well deserved award.

Sincerely,

Michelle E. Major



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LPRT Qualifiers 2017	LPRT Qualifiers 2016	LPRT Qualifiers 2015	LPRT Qualifiers 2014	LPRT 2013 LPRT AWARDS	LPRT 2012 LPRT AWARDS	Medical Loss Ratio	NAHU Speakers Bureau	NORTHWEST NEW JERSEY AHU	NORTHWEST NEW JERSEY AHU	NEW JERSEY STATE WIDE AHU	New Jersey District 9	New Jersey District 11	NAHU Board of Trustees	NAHU Board of Trustees	HUPAC Convention 2000 Drawing Purchaser	HUPAC Contributor 2000	HUPAC 1999 Contributor	Guarantee Issue/Community Rating	Guarantee Issue/Community Rating	Individual Market	Large Group Market	Small Group Market	Individual Market	Small Group Market	LPRT 2011	Triple Crown Qualifiers 2009	Triple Crown Qualifiers 2015	NEW JERSEY STATE WIDE AHU	NAHU Past Presidents	NAHU Past Presidents	NAHU Board of Trustees	В
COMMITTEE/LPRT 2017	COMMITTEE/LPRT 2016	COMMITTEE/LPRT 2015	COMMITTEE/LPRT 2014	COMMITTEE/LPRT 2013	COMMITTEE/LPRT 2012	COMMITTEE/PMLR	COMMITTEE/SPEAKERS	COMMITTEE/NUNORTHWEST	COMMITTEE/NJNORTHWEST	COMMITTEE/NJSW	COMMITTEE/NJ09	COMMITTEE/NJ11	COMMITTEE/BOT	COMMITTEE/NAHU BOT	COMMITTEE/HUDRW	СОММПТЕЕ/НО 00	СОММПТЕЕ/НU99	COMMITTEE/PGUISSUE	COMMITTEE/PGUISSUE	COMMITTEE/PINDMKT	COMMITTEE/PLGM	COMMITTEE/PSGM	COMMITTEE/PINDMKT	COMMITTEE/PSGM	COMMITTEE/LPRT 2011	COMMITTEE/TRIPLE 2009	COMMITTEE/TRIPLE 2015	COMMITTEE/NJSW	COMMITTEE/PASTP	COMMITTEE/PASTP	COMMITTEE/BOT	С
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Lifetime 2017	LIFETIME 2016	LIFETIME 2015	LIFETIME 2014	LIFETIME 2013	LIFETIME & QUALIFYING 2012	Legislative Issues	Legislative Issues	Legislative Chair - Fed and State	Legislative Chair - Fed and State	Legislative Chair - Fed and State	Key Contact	Key Contact	Immediate Past President	Immediate Past President	HUPAC Drawing	HUPAC Contributor 2000	HUPAC Contributor 1999	Guarantee Issue/Community Rating	Guarantee Issue/Community Rating	Group Health Plans	GOLDEN EAGLE - AGENCY 2011	Fourth Quarter	First Quarter	Federal Legislative Chair	Delegate	Delegate	Delegate	Ŧ				

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Legislative Council	HUPAC Board	HUPAC Board	Legislative Council	HUPAC Board	Legislative Council	NORTHWEST NEW JERSEY AHU	Disability Insurance	NAHU Board of Trustees	NAHU Board of Trustees	NORTHWEST NEW JERSEY AHU	NEW JERSEY STATE WIDE AHU	NORTHWEST NEW JERSEY AHU	NEW JERSEY STATE WIDE AHU	HUPAC Board	NEW JERSEY STATE WIDE AHU	NEW JERSEY STATE WIDE AHU	NEW JERSEY STATE WIDE AHU	NORTHWEST NEW JERSEY AHU	NEW JERSEY STATE WIDE AHU	NORTHWEST NEW JERSEY AHU	NORTHERN NEW JERSEY AHU	Mental Health Parity	NORTHWEST NEW JERSEY AHU	NORTHWEST NEW JERSEY AHU	NEW JERSEY STATE WIDE AHU	Mandates	LPRT Members 2023	LPRT Members 2024	LPRT Members 2022	LPRT Qualifiers 2021	LPRT Qualifiers 2018
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Region II	Region I Co-Chair	Region I	Region I	Region I	Region I	Public Service Chair	President Elect	President Elect	President	President	President	Past President	Past President	NAHU BOT Liaison	NABIP PAC Chair	NABIP PAC Chair	NABIP PAC Chair	NABIP PAC Chair	NABIP PAC Chair	NABIP PAC Chair	NABIP PAC Chair	Mental Health Parity	Media Relations Chair	Media Relations Chair	Media Relations Chair	Mandates	Lifetime Emertius 2023	Lifetime Emeritus 2024	Lifetime Emeritus 2022	Lifetime Emeritus 2021	Lifetime 2018

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								Web site changes	Web changes - region officer	Vice President	Vice Chair	Vice Chair	Uninsured Working Group	Uninsured Working Group	Treasurer	Sitting Member	Sitting Member	Sitting Member	Sitting Member	Sitting Member	Sitting Member	Secretary	Second Quarter	Regional Vice President - Region II	Regional Vice President - Region II	Regional Vice President - Region II	Region II	F				

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CHRIS CHRISTIE

July 18, 2012

James R. Stenger 8926 Crown Colony Boulevard Fort Myers, New Jersey 33908

Dear Mr. Stenger:

I am pleased to extend best wishes and congratulations as you celebrate your retirement from the Small Employer Health Benefits Program Board.

As you reminisce about your tenure with the board, you can be proud of the respect and admiration you have earned throughout your ten plus years of service and leadership. The State of New Jersey is fortunate to have benefited from the dedication of individuals like you. I join with your colleagues in applauding your commitment to the residents of New Jersey and I thank you for a job well done.

Once again, congratulations and best wishes for good health, happiness and continued success in the years to come.

Sincerely,

Chris Christie Governor



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Presented To

JAMES STENGER

MEMBER



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For Demonstrating Outstanding Leadership within NAHU and the Region





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2011

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Payment Method: Monthly Year-To-Date: \$635.00

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Region 5:

\$34,597 20% of total rec.

State FL:

\$8,767 5% of total rec.

PROFILE INFORMA	TION	Click to Update Profile
First Name	James	
Middle Initial	R.	
Last Name	Stenger	
Membership #		
Occupation	Broker	
Employer	MVS Consulting G	Group
Employer Address	8926 Crown Color	ny Boulevard
Employer City/State/Zip	Fort Myers, FL 33	908 -
Work Phone	9739516373	
Work Fax		
Work E-mail	JamesRStenger@	gmail.com
Home Address		
Home City/State/Zip		
Home Phone		
Home Fax		
Home E-mail	JamesRStenger@	gmail.com
Region	5	
State Chapter	FLSOUTHWEST	

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Fwd: Summary from Regional Leadership Meeting

From: "Jim Stenger" < iimstengercares@gmail.com>

To: "Marilyn Stenger" <mvs1256@yahoo.com>

1 Files 392KB Download All

Best Practices summary

Save

Feel free to R&D!!

----- Forwarded message ------

From: Michael A. Embry < membry@comcast.net >

Date: Sun, Oct 2, 2011 at 7:06 PM

Subject: Summary from Regional Leadership Meeting

To: Cathy Cooper - Michigan Michigan <a href="Michigan Michigan Michigan Michigan <a href="Michigan Michigan <a href="Michigan Michigan <a href="Michigan Michigan <a href="Michigan <a hre

, Jonathon Estes - Western Ky , Kelly Ryan - Northwest Ohio , Kelly Ryan - Northwest Ohio <a hr

<siones@diligenthealth.com>, Shawn McDermott - Greater Cincinnati <shawn_mcdermott@us.aflac.com>, TC Champion - Southern Illinois

<tc@theinsurancepartnership.com>, William McCarron - Northeast Ohio <william.mccarron@mutualhealthservices.com>, Zach Wilding - SC Indiana

<zach.wilding@oneamerica.com>
Cc: Jim Stenger <<u>iimstengercares@amail.com</u>>

Good Evening Team,

Thanks again to all of the leaders that were able to attend and contribute to the Regional Leadership meeting on September 16th. For the benefit of the entire team, I am attached the summary prepared that outlines the many great "Best Practices" that the team shared while we spent the day together in Charleston.

Again, a special thanks to Jim and Marilyn Stenger for traveling into town from Region 2 and spending the day with us.

It's my pleasure to serve you are the RVP of such a great Region!

Take care, Mike



- Our guests <u>Jim and Marilyn Stenger from Region</u> 2 had some "Best Practices" to share with the group also:
 - o In New Jersey, they have worked to move the meetings around town.
 - In Philadelphia they have worked at approaching corporate sponsors and offering them different incentives to provide sponsorship dollars up front in advance of the schedule of meetings.
 - o Jim has been working with a presentation he calls "Thinking Inside the New Box"
 - A Best Practice related to membership is to have review the information about members that attend meetings and research them with NAHU to verify their membership and then work to get them back as members.

Thanks again to everyone that contributed to the "Best Practices" contest!

Your dedication and commitment to NAHU and Region 3 is much appreciated!

Viscount Suite Hotel Breakfast

October
10/15: GPAHU Member
Luncheon
Phoenix Country Club
11:30am to 1pm

10/16: SAAHU Member Meeting Viscount Suite Hotel Breakfast

November

11/19: GPAHU Member Luncheon Phoenix Country Club 11:30am to 1pm

11/20: SAAHU Member Meeting Viscount Suite Hotel Breakfast

February

2013 Capitol Conference Hyatt Regency Capitol Hill Washington, DC

June/July 2013 Annual Convention & Exhibition Westin Kierland Resort Scottsdale, AZ

We would like to thank the following sponsors for their generous support:



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of us. PPACA and the Exchange are going live, with all of its challenges and frustrations. Arizona is finally joining the ranks of all other states by requiring Continuing Education of its non-grandfathered, licensed agents.

AAHU, your professional association, will remain at the forefront to maintain and protect your roles in the health insurance marketplace. Look to us to provide continuing education opportunities throughout the year.

All of this work is done on your behalf and supported with your dues contributions. Those that are not members (we all know who they are), also benefit from this work. They need to be reminded and asked to join. Make a pledge to sign up at least one new member this year. The greater our members, the louder our voice.

Legislative Update

Adam Walter and Lori Crandall, AAHU & GPAHU Co-Directors

During the August recess, did you meet with any of your representatives? If so, please let us know if it was a one on one meeting, a town hall or other event and what was accomplished or what you learned. If there is anything that should be passed onto our members, good or bad, we want to know!

Please contact one of your legislative chairs, Lori Crandall, with your stories/updates at Lori.crandall@usi.biz.

Thank you for helping to keeping us in the loop so we can keep all of you in the loop!

Region 7 Update

Rosanne Wolfe, RVP Region 7

The Region 7 Meeting was held August 15th and 16th at the Sheraton Salt Lake City hotel. The meeting started off with a presentation of colors by the Salt Lake VFW and a solo of the National Anthem sung by N. Preston Sontag, the son of Utah's lobbyist.

Leadership training was the primary focus of the speakers who each did outstanding jobs at presenting pertinent information related to their topics. In addition to our Regional Chairs presenting on topics such as Membership, Media, Legislation, HUPAC, Awards, Professional Development and LPRT, we had some guest speakers. Well know Quinn McKay, author of The Bottom Line on Integrity shared many points on ethics with the group. Dr. Mark Hiatt, Executive Medical Director of Regence Blue Cross Blue Shield presented on The Next Generation of Healthcare. It was a very informative and interactive meeting.

The meeting attendees were honored to have NAHU President Elect, Ryan Thorn inform the group of the state of NAHU and all of the many positive things that occur at the national level. Also part of our NAHU Executive Board of Trustees, Treasurer James Stenger presented the importance of leadership succession planning. Last, but not least, Marilyn Stenger, National Chapter Development Chair explained in a very entertaining way the way how that committee is taking a new and exciting direction.

To say we spent the entire time sitting would be very misleading. The group had plenty of time to exchange ideas with leaders from other states and bring ideas back to their local chapters. Utah's State chapter provided bus service to Park City, UT for all of the attendees to go up to that fabulous resort town for dinner or entertainment of their choice on Thursday night. Thank you to Utah for hosting this opportunity. Also, thank you to our sponsors -- Principal, UnitedHealthCare, VSP and UMB. We could not have had this conference without you.

It was my honor and pleasure to work with the entire Region 7 Team, along with our special invited guests and speakers to make this a very successful educational event

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RE: CFAHU meeting From: "Otero-Newman Natalee A" <	matalee_a_otero@uhc.com>			
To: "mvs1256@yahoo.com" <mvs1< td=""><td>256@yahoo.com></td><td></td><td></td><td></td></mvs1<>	256@yahoo.com>			
Hi Marilyn,				
I wanted to send a Thank You to you an friendship.	d Jim fo <mark>r being my program toda</mark> y	l would have been "lost" with	out you. I appreciate your sup	port and
Please give that husband of yours a BIG	G Birthday Hug and Kiss, and take	him somewhere great for his	special day,	
Big hugs to both of you. See you both s	oon.			
Sincerely, Nat				
Natalee Otero Newman Director of Field Account Management Key Accounts – Central / North Florida United Healthcare 495 N. Keller Road, Suite 200 Maitland, Florida 32751 W: 407-659-6956				
Our United Culture. The way forward. ■ Integrity ■ Compassion ■ Relationship	os ■ Innovation ■ Performance			
Original Message From: mvs1256@yahoo.com [mailto:mv Sent: Tuesday, March 11, 2014 8:07 AM To: Otero-Newman, Natalee A Subject: Re: CFAHU meeting				
Wayne sent it out to the FAHU members	ship			
Sent from my iPhone				
On Mar 10, 2014, at 10:40 PM, "Otero-f	Newman, Natalee A" < <u>natalee a</u>	otero@uhccom> wrote:		
> Marilyn, >				
> I'm searching thru my emails and thru chance bringing your laptop?	ı the NAHU site for the video you	mentioned you wanted to show	wcase tomorrow but I don't see	it. Are you by
> > Dave - did you see any video recaps f	rom Cap Con?			
> Thanks, > Nat >				
 Natalee Otero Newman Director of Field Account Managemen Key Accounts - Central / North Florida 495 N. Keller Road, Suite 200 Maitland, Florida 32751 W: 407-659-6956 				
> Our United Culture. The way forward. > ■ Integrity ■ Compassion ■ Relationsl	hips Innovation Performance			
>Original Message				
> From: mvs1256@yahoo.com [mailto:r > Sent: Thursday, March 06, 2014 2:46 > To: Otero-Newman, Natalee A > Subject: CFAHU meeting				
> Hev there! Can you let me know the	ocation for the meeting on the 11t	th and the times etc? Thanks	1	

Home



by Jim Stenger Region 2 Vice President jimstengercares@gmail.com

Using Awards as Your Strategic Planning Guide

One of the primary responsibilities of local and state chapter leaders is to set the goals for the chapter and then to make sure these goals are achieved. The process of setting and achieving goals can appear to be a daunting task. Questions run through your mind like:

- How do I get started?
- How do I know what to do?
- Who is going to help me?
- How do I motivate my team?
- Is it going to be worth the effort?

Well, the good news is that NAHU already has most of the work done for chapter leaders! Yes, the tools you need to get started on your path to success is right at your fingertips....it is called the NAHU awards program. That's right! Over the many years of NAHU's existence, generations of leaders have developed several planning guides to help chapter leaders and committee members run successful chapters.

Much More Than You Think

The awards program is much more than you think it is. It is more than a ceremony at the Annual Convention where plaques and banners are handed out as the crowd goes wild and pictures are taken of the elated recipients. Don't get me wrong—that is a huge part of the program and a lot of work goes into that whole process.

But it is the entire process of planning, organizing, delegating and executing that leads up to that moment when all the work the chapters have done throughout the year comes to fruition.

What is it that leads up to that grand moment? How do all those chapters do it? How do you get your chapter there?

The Secret is Revealed

There is a leadership guide that contains information and tools for members and chapter leaders to get recognition for excellence and to improve performance and service to your membership. Awards should be used not for the end result alone but as a guide to take your chapter to the next level.

Winning chapters experience chapter growth, improved member satisfaction and great personal achievement. But as a great leader once famously remarked, "Winning isn't everything; it's the only thing worth striving for." So getting familiar with the awards criteria and learning how to apply for an award is a critical first step to getting your chapter on track for success.

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From the Boardroom

Chapter leaders can use the following awards criteria to help identify and set the chapter's strategic goals and objectives:

- · Landmark Award for State Chapters
- Pacesetter Award for Local Chapters
- Legislative Awards for All Chapters

Incorporating award criteria into the short- and long-term goals and objectives will provide leadership. Proven action plans will strengthen the organization. Strategic planning worksheets are available in the Awards Toolbox on www.nahu.org.

What's the Next Step?

Since no one person can handle this process, it is very important to develop a team mentality and spirit of cooperation.

Your chapter awards chair should be working closely with the board and committees to attain the tasks outlined in the awards guide. It is critical that the secretary of your board be the key contact point for the awards chair as the process unfolds. The president and chapter executive committee should be tasked with assigning duties and responsibilities for each team member. Match each task in the awards guide to the board or committee member responsible for that area:

- NAHU Events: President-Elect and NAHU Staff
- Chapter Management: Vice President
- State Meetings/Events: Convention Committee Chair
- Communications: Communications Chair
- Legislative Events: Legislative Management Team
- Membership: Membership Chair
- Education: Education/Professional Development Chair
- Media: Media Chair

Once each team member gets their assignment, the rest of the year should be dedicated to management and follow-up in each area. Board meetings and teleconferences should be focused on "Where are we in our progress?" and "What do we need to do to stay on target?"

Once your chapter adopts the awards mindset, the rest of the tasks should fall into place. Phones calls, e-mails, committee meetings and board meetings should run much smoother. Team members will not experience burnout because they are no longer doing everything themselves.

The awards criteria make the chapter-management process almost automatic. Chapter leaders will know what to do, when to do it, how it should be done and, most important, why they are doing it.

The awards competition is fierce and only so many awards are given out in each size and chapter category. The end result of your chapter's effort may not necessarily be the award but, win or not, the chapter will be guaranteed the *reward* of a successful year!

Jim Stenger has been a member of NAHU since February 1, 1992. He has served NAHU in many leadership capacities over the years. He is director of business development at BenefitMall.

Donors who made gifts and pledges between January 1, 2007 and June 30, 201: he Spirit of Delbarton Campaig

The spirit of Delbarton School emerges from the values and energy of the Benedictine monks of St. Mary's by the mature development of each young man on campus. Our Spirit of Delbarton Campaign is a Abbey. As founders and administrators of the School, the monks mark the School's spiritual progress comprehensive effort to keep the promise of the St. Mary's Abbey/Delbarton School legacy. We are grateful to the following donors to the Spirit of Delbarton Campaign.

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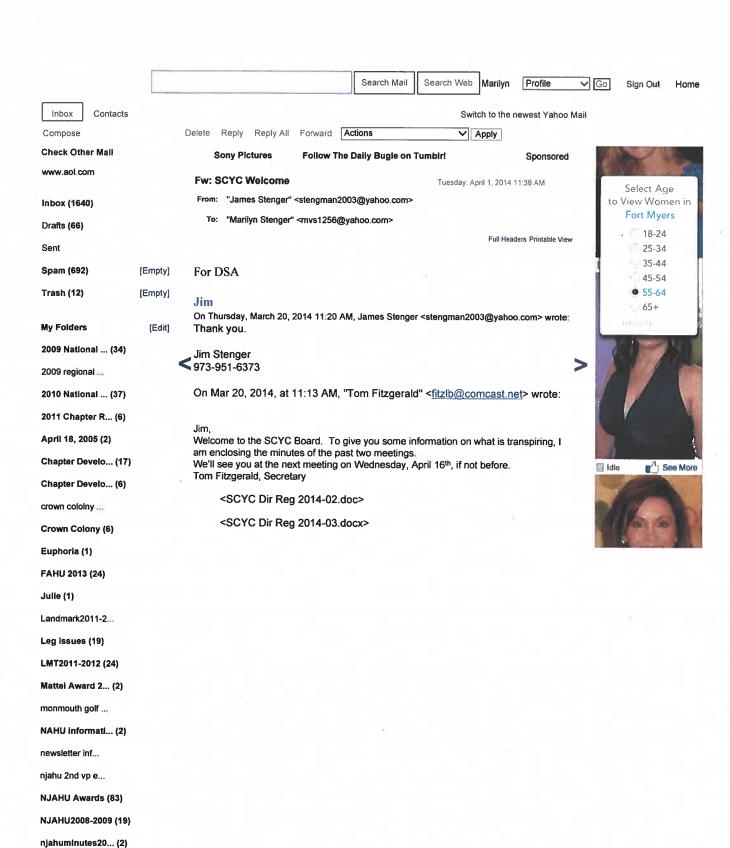
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Mr. and Mrs. Carmel J. Tintle



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NWNJAHU Minute... (1)
NWNJAHUgoifout... (7)



MAG President

Father Charles <frcharles@sainthilarys.org>

Mon, Mar 10 at 1:13 PM

To: James Stenger < stengerj86@gmail.com>

Cc: Saint Hilary's Episcopal Church <office@sainthilarys.org>, George Coogan <georgejcoogan@yahoo.com>, Elaine Vogel <erayvogel@gmail.com>, Margaret Lane <margaret.lane1@gmail.com>

Congratulations!!! A great choice of leader for the Men's Group. I prefer to suggest the name:

"Men's of Saint Hilary's" (MOSH)

The Very Rev. A. Charles Cannon, III Saint Hilary's Episcopal Church 5011 McGregor Blvd Fort Myers, FL 33901 Office 239-936-1000

[Quoted text hidden]