



NOMINATION FORM

James R. Stenger

Nominee's Name: _____
8926 Crown Colony Blvd, Fort Myers, FL

Nominee's Address & Phone Number: _____
973-951-6373

Daniel Ritter

Nominator's Name (Print): _____

Nominator's Signature: _____
Agency Smart, 250 Passaic Ave, Suite 210

Nominator's Address & Phone Number: _____
Fairfield, NJ 07004

973-464-1440

Please make a copy for your records and email the application form and supporting documentation and testimonials to awards@NABIP.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 Harold R. Gordon Committee.

Due date:

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

JAMES R. STENGER

BACKGROUND

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 CITY. HE JOINED NAS FINANCIAL SERVICES IN 1986 AS AN OWNER AND BUILT IT TO BECOME ONE OF THE LARGEST GENERAL AGENCIES IN NEW JERSEY. BENEFITMALL ACQUIRED NAS IN MARCH OF 2010. WHILE AT BENEFITMALL, JIM WAS 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 TO SELF-FUNDING TO THE BASICS OF SALES.

JIM SERVED FOR 10 YEARS AS THE CHAIR OF THE NJ SMALL GROUP HEALTH BENEFITS BOARD (SEH) IN TRENTON, NJ. THE SEH BOARD IS PART OF THE NJ 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 SMALL BUSINESS OWNERS. UPON HIS DEPARTURE FROM THE SEH BOARD, JIM RECEIVED A LETTER OF COMMENDATION FROM THE THEN GOVERNOR OF NJ, CHRIS CHRISTI. JIM SERVED AS NATIONAL PRESIDENT OF THE NATIONAL ASSOCIATION OF HEALTH UNDERWRITERS (NAHU) FROM 2016 TO 2017 AS WELL AS MANY OTHER POSITIONS WHICH YOU WILL SEE BELOW. AT PRESENT, JIM IS THE CHIEF MARKETING OFFICER FOR AGENCY SMART.

AS YOU CAN SEE FROM JIM'S ACTIVE BIO BELOW, HE IS MORE THAN WORTHY TO RECEIVE THE GORDON MEMORIAL AWARD THIS YEAR. JIM PARTICULARLY PRIDES HIMSELF WITH WATCHING THE MANY PEOPLE HE HELPED DEVELOP INTO EFFECTIVE AND INFLUENTIAL LEADERS. JIM IS APPRECIATIVE OF ALL THE NAHU ROLE MODELS HE HAD TO OPPORTUNITY TO FOLLOW AND LEARN FROM.

I SUBMIT THIS AWARD FOR JIM STENGER AS THE NEXT HAROLD R. GORDON MEMORIAL AWARD WINNER. YOU WILL NOTE I HAVE SUBMITTED SEPARATE APPLICATIONS FOR JIM AND HIS WIFE MARILYN AS THEY ARE BOTH WORTHY OF THIS PRESTIGIOUS AWARD. THEY ARE A TRUE TEAM AND REALLY BLEED NAHU BLOOD TOGETHER. AS THE 2016 NAHU MAGAZINE STATED "THEY ARE A TRUE NAHU POWER COUPLE". WHILE I UNDERSTAND THIS IS AN INDIVIDUAL AWARD, IT MIGHT BE APPROPRIATE TO GIVE THIS AWARD TO THE TWO OF THEM AS A COUPLE SINCE THEY ARE BOTH WORTHY OF THIS AWARD IN THEIR OWN RIGHT.

INDUSTRY INVOLVEMENT

MEMBER OF NATIONAL ASSOCIATION OF HEALTH UNDERWRITERS (NAHU) SINCE 1992

NORTHERN NJ AHU COMMUNICATIONS AND AWARDS CHAIR

Established a monthly chapter newsletter

Established new awards to recognize more members

NJ STATE AHU – Secretary, President Elect, President, Past President

Ran the annual State Convention twice

Winner of coveted Louis G. Mattei Award while President – NJ

Lifetime Achievement Award. First and last seated President to win this award.

NJ STATE AHU LEGISLATIVE CHAIR FOR THREE YEARS

Founded Legislative Management Team

REGION 1 & 2 LEGISLATIVE CHAIR FOR THREE YEARS

REGION 1 & 2 HUPAC CHAIR FOR TWO YEARS

Helped establish a delivery method of checks to Members of Congress in their districts by our members whenever possible and timely.

REGION 2 VICE PRESIDENT FOR THREE YEARS

Established Region 2 as an autonomous and thriving Region after the Region 1-2 split

Won the Regional Blue Chip Award

Won the Region of Excellence Award

Won the Coveted Membership Cup

NATIONALHUPAC VICE CHAIR

NATIONAL INVOLVEMENT

SECRETARY, TREASURER, VICE PRESIDENT, PRESIDENT ELECT, PRESIDENT, PAST PRESIDENT

Liaison to Awards Committee, Vanguard Council, Chapter and Leadership Development Committee, the Membership Council, Governance Committee, HUPAC, LPRT, and Professional Development

- **CONCEIVED AND EXECUTED THE “MEMBER LOYALTY REBATE” PROGRAM**
- **LEAD EFFORT TO ESTABLISH THE NAHU GOVERNANCE COMMITTEE**
- **SERVED ON THE GOVERNANCE COMMITTEE FOR FIVE YEARS (TWO AS CHAIR)**
- **INITIATED AND LEAD THE VISION 2020 INITIATIVE WHICH LEAD TO THE CURRENT VISION 2025 INITIATIVE**

- **TRAVELED AS PRESIDENT TO PROMOTE THE HERITAGE, CULTURE AND VISION OF NAHU TO MEMBERS WITH THE PURPOSE OF EDUCATING MEMBERS ABOUT THE STRENGTH, RESILIENCE AND IMPACT OF NAHU. HIS SPEECH INSPIRED THE FORMATION OF THE NAHU “LEADERSHIP ACADEMY” LEADERSHIP DEVELOPMENT PROGRAM**

- DURING JIM'S YEAR AS NAHU NATIONAL PRESIDENT THE BOARD OF DIRECTORS VOTED TO CHANGE THE NAME OF OUR TRADE MAGAZINE FROM "HEALTH INSURANCE UNDERWRITER" TO "AMERICA'S BENEFIT SPECIALISTS" THIS SETTING THE STAGE FOR THE ORGANIZATION NAME CHANGE. THE BOARD OF TRUSTESS ALSO VOTED DURING THAT SAME YEAR TO ESTABLISH THE AGENCY DUES MODEL.
- INITIATED THE INSTALLMENT OF HAROLD R. GORDON INTO THE LEGENDS ROLE OF HONOR AT THE HEADQUARTERS OF THE NATIONAL INSURANCE HALL OF FAME ON THE CAMPUS OF THE UNIVERSITY OF ALABAMA.

ATTENDED ANNUAL CAPITOL CONFERENCE (28 TIMES)
 ATTENDED NAHU NATIONAL CONVENTION (28 TIMES)
 HELPED IMPLEMENT THE DREAM RACER PROGAM WITH MARILYN STENGER AND DENNIS HARTIN WHICH CULMINATED WITH PLACING A DREAM RACE CARS IN SEVERAL HOSPITALS ACROSS THE COUNTRY, INCLUDING IN THE GOLISANO CHILDREN'S HOSPITAL IN FORT MYERS, FLORIDA

SPECIAL RECOGNITION

- RECIPIENT OF THE LOUIS G. MATTEI ACHIEVEMENT AWARD FOR OUTSTANDING ACHIEVEMENTS AS A MEMBER OF NJAHU
- LIFETIME GOLDEN EAGLE MEMBER OF THE LPRT FOR OUTSTANDING SALES MANAGEMENT
- TRIPLE CROWN AWARD RECIPIENT SEVERAL YEARS
- BLUE CHIP REGION AWARD
- REGION OF EXCELLENCE AWARD
- NAHU MEMBERSHIP CUP
- NAHU DISTINGUISHED SERVICE AWARD



ADDITIONAL ACTIVITIES

- MEMBER OF THE BOARD OF DIRECTORS FOR HEALTHSENSE 2002-2006
- MEMBER OF THE NJ BUSINESS AND INDUSTRY ASSOC, HEALTH AFFAIRS COMMITTEE 2002-2010
- SUPPORTER OF URBAN IMPACT, A PROGRAM WHICH OFFERS OPPORTUNITIES FOR YOUNG MEN IN NJ'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, NJ LITTLE LEAGUE
- PAST PRESIDENT OF THE MORRISTOWN, NJ JAYCEES
- MEMBER OF THE PARENTS CLUB OF THE COLLEGE OF THE HOLY CROSS
- PAST PRESIDENT OF THE BRADFORD ESATES CIVIC ASSOCIATION
- MEMBER OF THE BOARD OF TRUSTEES OF THE ST. CHARLES YACHT CLUB, FORT MYERS, FL
- PAST COMMODORE OF THE ST. CHARLES YACHT CLUB, FORT MYERS, FL

PERSONAL

JIM AND HIS WIFE MARILYN RESIDE IN FORT MYERS, FLORIDA. THEY SUMMER IN CAPE MAY, NEW JERSEY AND HAVE SIX CHILDREN AND TEN GRANDCHILDREN WITH #11 ON THE WAY.