



March 15, 2018  
Board Meeting

**In attendance:**

**Executive Committee:** Carol Conway, Ingrid Martin, John Dodd, Sandra Moody, Debbie Boop

**CAHU:** Bill Barrett

**Greater Cincinnati:** Gerry Stricker

**Northeast:** Rich Muccio, Shelley Chornak

**Northwest:** Ben Otley, Vicki Donovan-Lyle

**Western Reserve:** Karen Armstrong, Julie Ginnis

**CCI - none**

**Admin:** Sheri Glaze & Jackie Symons

Carol Conway called the meeting to order at 1:04pm

John Dodd made a motion to approve the minutes as presented, seconded by Sandra Moody. Motion passed.

**Legislative**

Tim Barhorst reported that we had 42 OAHU members at Capitol Conference, and a good amount of first timers this year. It was a great event and it helped to make headway with setting up second meetings with some legislators.

**Day at the Statehouse**

DAS is scheduled for April 24th in Columbus with the annual meeting and board meeting the day before. We will have representatives at DAS to talk about two major bills. One of the bills is HB416, introduced by Rep Steve Huffman who was an ER doctor. He will discuss the current bill and give everyone a change to ask questions. Matt Hoffman who is a senator from Lima, will be discussing the bill he has sponsored HB 227. This is a bill for claims reporting he will be giving us an update with an opportunity to ask questions as well.

Carrie Haughawout from ODI will also be speaking, she has not given us an outline we have asked her to speak about whatever she feels fit. The one item that we did request that she at least touch base on is the status of 1332.

ODI has asked OAHU to comment on the mandate and the language regarding the grandfathering of policies.

**ACTION ITEM:** Get the letter from Tim Barhorst and forward to the OAHU board. Send any questions to Barb Gerken or John McGough.

**HR Risk360**

Debbie Boop reported that OAHU had our first sale thanks to Gerry Stricker! Gerry is hoping that the process goes smoothly, once he gets through the onboarding of the first client he will give a report back to the board on how it went. Debbie reminded the board and chapters to keep pushing this program and to be sure to bring it up at their events.

## **President's Report**

OAHU is due to update our strategic plan, we have included the current plan in the packet with the updates that were made in 2017. Please review the strategic plan and be prepared to work on the plan on the afternoon of the 23<sup>rd</sup>. This renewal will be good for three years.

## **Vanguard Council Chair**

This is a new board position that is required by NAHU. As soon as Carol receives more information on this position she will let the board members know. This position is good for someone that likes to think outside the box, has new ideas, technology, fundraising etc.

## **Membership Drive**

The membership drive will go through the end of April. Our membership is currently at 598 with 5 lapsed members. NAHU has a new membership drive starting April 1<sup>st</sup> where everyone can get \$50 off their membership. We are running this at the same time as the OAHU membership campaign where we will give them a \$25 Visa gift card for joining. We may be looking at winning the cup in June! Karen Irwin has taken on a new position at Medical Mutual and has resigned from her position as the state membership chair. John Dodd is currently looking for someone to replace that position.

Ohio was chosen in Region III to try the new membership drive program. They will be providing us with a list of agents that we can reach out to as prospective members. We are at going to clean up the list and then email them the membership deals as well as a follow up phone call. Anyone that shows interest at that point we will be asking the local chairs to be reaching out to them.

## **Chapter Certification**

WRAHU is Gold; CAHU Platinum, GCAHU is Silver, NWOAHU is Gold, NEOAHU is Gold and OAHU is gold. Because all our chapters are certified that means that Ohio will receive the Blue-Ribbon award again.

## **Local sharing programs**

Rich Muccio and Carol have been trying to have calls with all the locals to share speakers and as of now it has not been very successful. If you have someone coming in from out of town to speak with your locals, please let others know so they can take advantage and you can share travel expenses with the other locals.

## **OAHU annual awards**

OAHU is still waiting on recommendations for the awards, the application was included in your board packets.

## **Ballot**

Debbie reported that we are still trying to find someone to fill the secretary/treasurer position.

## **Contracts**

Carol reported that the contracts for J&M and John McGough have both been reviewed and renewed. There were no changes in fees for either contract.

## **Bylaws**

John Dodd referred to the changes that were included in the board packet. The board has been discussing making these changes for a few years, to make the changes to the bylaws we need approval from the OAHU board and it then needs to go to a vote at the annual meeting. If it is approved at the annual meeting it will need to be sent to NAHU for their final approval.

One suggested change was that it should be stated that you need to have been in a leadership position at your local chapter before you are able to run for the state board. This really helps prepare you for the state board. The other item that John would like to be made is that you cannot just jump forward in the chairs of the state board, you

need to move up the ranks. This is what is in the best interest of the association and it is very disruptive to the executive committee and to the full board when it happens.

A motion to approve the bylaw changes were made by Carol Conway and seconded by Ingrid Martin, the motion was voted on, all were in favor and the motion passed.

### **Treasurers report**

Sandra reported that the P&L is showing a negative but that is just based on the timing of the income and expenses for the year and it will turn around. There have been the standard expenses nothing out of the ordinary. At the annual meeting there will be a representative from CareWorks that should be able give us at least an estimate of our CCI money that we get in May.

### **Chapters reports**

#### **WRAHU**

They have been a very busy chapter! Next month Mike Embry and Carol Conway will be coming for their program. All their meetings are booked through September and then there will be a break for the open enrollment period. They are currently working on programs for 2019. WRAHU is currently looking for a backup position for Bob Lackey, Bob is the main reason that WRAHU has been able to grow the way that it has. WRAHU also has been working on the video project from March through December, each month one person will be interviewed, regarding a different health insurance topic. WRAHU has two platinum sponsors and WRAHU has been taking advantage of the Co-Op money.

#### **NWOAHU**

#### **Update submitted by Ben Otley**

- BBB CE Class yesterday 3/14/18 – very well attended. Kudos to Karen Irwin for coordinating and thanks to Paramount for sponsoring.
  - Related: NW is working on new video modules for this course going forward that will be relevant to the health insurance business specifically. Sherri Rutter is taking the lead on this. It has the potential to become a nationally utilized program.
- April 11 Products Fair. CCI will present on the Risk Control 360 program.
- We updated our strategic plan and submitted it to J&M.
- Elections will be held at the products fair. Following is our slate:
  - VP – Sherri Rutter (will move through the chairs)
  - Wendy Schmidt – will fulfill Sherri’s remaining 1-year trustee term
  - Kelsey Surface – 2-year trustee term
  - Jason Bradford – 2-year trustee term
  - Kim Kinnaird – Treasurer
  - Ellen Fendley - Secretary
- June 21 – NAHU Live Event (venue tbd)
- July 17 – Day at the Mud Hens with CE
- Board meetings are scheduled through December

## **Northeast report**

Update submitted by Shelley Chornak

Calendar is packed!

March 21<sup>st</sup> – Annual Products Expo, we're offering 6 CEs including 3 hours of Ethics

April 11<sup>th</sup> - Membership meeting Mike Embry is attending. In addition, we have 2 hours of CE presented by Cheryl Perez, BIG hr.

May 9<sup>th</sup> – Membership meeting John Augustine, Wellnet, 3 hours of CE on Referenced Based Pricing

May 18<sup>th</sup> – Annual Golf Outing – Boulder Creek

June 20<sup>th</sup> - Membership meeting, Central Wellness, 3 CE, Bringing Wellness to Small Group

July 18<sup>th</sup> - Senior Expo

September 19<sup>th</sup> – Membership meeting Anthem is presenting 3 CEs – Life, Dental, Disability

We also have several Socials planned.

Region III Leadership Conference will be held in Cleveland on August 6<sup>th</sup> & 7<sup>th</sup>.

Exploring options of texting messages, meeting notices to members.

## **GCAHU**

Gerry reported that the chapter is still working on things they currently had a two-hour CE which was well attended. They are still having issues with filling board positions. John McGough is going to be coming down to do a program in the next week. He will be presenting the legislative update and then in April will be doing the CAP Conference review. The May program is going to be focused on the prescription plan and overview on specialty drugs. Gerry has been working with J&M to send out an email to membership for a "Call to Arms" to anyone that wants to become an active member. They currently have gotten very little response back from the membership.

## **CAHU**

Bill Barrett reported that the chapter currently held their annual expo on March 6<sup>th</sup>, they had 140 attendees and the expo resulted in 9 new members.

Their next event is going to be a three-hour ethics presentation on April 10<sup>th</sup> by Wendy Wallingford and Nicholas Zalany from the law firm of Squire Patton Boggs.

The Medicare Summit will be on May 17th. Their speakers include John Greene, VP of Congressional Affairs, NAHU. Also presenting will be Ken Patterson, Regional Vice President of Banister and Brian Doherty, President of Filtec and author of the book Getting Paid to Wait.

CAHU is currently doing marketing with Business First and have info going out on our meetings.

Carol reminded everyone that the LPRT deadline is March 31 and they have updated the application and it is very simple now. \$100 reimbursement from OAHU is available.

Meeting adjourned at 2:17pm