

Helping Ohioans with
Healthcare Benefit
Choices



Board Meeting
April 20, 2017
Conference Call

In attendance:

EC: Debbie Boop, Carol Conway, John Dodd, Ingrid Martin and Lee Nathans

CAHU: Sandra Moody Gresham; Bill Barrett

GC: Gerald Stricker and David Kross

NE: Joanie Keehn

NW: Jason Bradford and Ben Otley

WR: Julie Ginnis and Dee McFarland

Bob Lackey

Karen Irwin

Debbie Boop called the meeting to order at 1:03 PM

A motion to approve the March minutes was made by Jason as amended and seconded by Carol Conway. Motion passed

CareWorks

Debbie received email from Andre that the checks for agents have been signed off on this week and agents should be receiving their check in the next week.

We tabled the local chapter partnership program for media outreach until after we receive the check from CareWorks.

Presidents Report

Debbie reminded the locals that the president's award applications were due April 15th. She has received a few applications. She also reminded us that the OAHU annual meeting is May 8 and DAS on the following day and that there are two separate registrations.

Region 3 leadership training will be held in Grand Rapids Michigan on August 14 and 15. A new region 3 VP will be appointed in August. Debbie asked the locals to be sure their leadership attends to help make their year successful.

Annual Meeting

We have all of our voting delegates for the OAHU May annual meeting. The NAHU symposium early bird rate ends April 26. Please remind your members. Debbie reminded anyone that is an LPRT that they receive a discount.

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Legislative

Tim Barhorst reported that he saw Mr. Tiberi last week and there are ongoing conversations regarding the healthcare reform but they are trying to keep out of the media. No specifics.

Working on state budget, this will intensify in June and be complete July 1. A lot of leadership and members on the insurance committee want to know what we would like on the agenda. Tim is working on this.

Tim and John McGough are working on other speakers to help with our surprise bill. Everything is gearing up for DAS and getting ready for, if, and when, healthcare reform is finalized.

Thirty-Two have registered for DAS, all were encouraged to go back to your chapters to get more people to sign up. One room per local will be reimbursed if the member is attending both the annual meeting and DAS.

Leadership training

Carol Conway hopes all are on board and encouraged that all incoming board members should attend. It will be two hours from 3:30 to 5:30. She will go over leadership updates, Sarah Richardson will go over updates on CE filings that all chapters need to know and Mike Embry will join us with a presentation that we will be the first state to be privy to NAHU's 2018 program.

Financial report

Ingrid reported that Sheri found a 2% rate for a CD with Chase and we put \$100,000 in for 12 months.

NAHU Symposium

OAHU has 8 voting delegates and we know that Lee, Debbie, Carol, John and Ingrid will be voting on behalf of the state. We need to be sure we are covering costs. Locals – CAHU decided they will only reimburse their EC but there are no commitments as of yet. GC also has no commitments and probably will not; Northeast will be sending Shelley Chornak and they have applied for scholarship; NW will be sending three and WR cannot get any commitments. Steve Brubaker as past president is attending and will be a delegate if needed. Voting is on Tuesday, awards are on Wednesday.

Membership

Karen reported that March was an outstanding month, OAHU is up 21 new members and she believe the March madness was the key component. She is showing from February to March the growth percentage has gone from February at 8.5 and March at 11.39 percent. Retention has gone from 8.8 to 7.9 in march. Ending march at 614 members, we are going in right direction.

Endorsed Programs

Bob Lackey reported that we have been talking about a Legal Shield program for about 1 ½ years, and Bob has spent a lot of time on this.

Ingrid and Deb met with CareWorks and they have a new program they are rolling out. Bob is going to review. They are offering a subscription service, Risk Control 360. They will come in for an annual fee at look at a company and review their handbook, hiring, incentive programs, etc. and identify deficiencies. The annual subscription is reasonable compared to others. An agent can make a commission on the sale. The cost is \$2400 for the subscription to the service. The agent makes \$200 and OAHU receives an override. Hoping to roll out later this year. In view of this we are thinking of putting Legal Shield on the back burner for something that will give us a reasonable commission.

Bylaws

John Dodd read the bylaws and has made a few comments but the board has decided to table this discussion.

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Debbie asked the board to think about how best to use this resource we have. We should be promoting it through media outreach to help our membership grow. This should be considered a marketing tool. It was designed to reach consumers and increase agent's business. We will add this to the fall agenda.

PR

John Woods distributed the police pension fund and how they are dropping coverage. Carol has been approached already by friends of fire and police. **ACTION ITEM**: This is an area we can take advantage of as it will go into effect 2019.

Lee mentioned that not much is going on nationally, there is one additional graphic that has been posted on NAHU site. NAHU is working on having social media distributed throughout the convention. During the national media call for Region 3 and 6 no one from Ohio was on the call.

Chapter updates

CAHU Report

Last month CAHU hosted a 3-hour Ethics luncheon with nearly 100 attendees. Our speaker was Doug Anderson and featured guest was Congresswoman Joyce Beatty, whom we had been working on getting to attend one of our meetings since mid-2016. The Capitol Conference meeting helped expedite her visit. She was well received and our goal is to invite a public official to each of our events.

The attendance was higher than our norms because we comped the fee for those who had attended our March EXPO. Three of our CEs (out of 6) were not approved. Our Treasurer, Sarah Richardson and John Dodd of OAHU worked diligently around the challenges with CE approval and they successful got 2 of the previously denied courses approved. We understand this is a challenge with locals throughout the state.

Looking forward to Janet Trautwein's visit on May 23rd and this event will be at Casino and offer 2 CEs. On Saturday, July 22nd, we're hosting a family social at Crew Stadium. We successfully established a Platinum Partners Programs that established approximately 10 companies who contribute annually and support our events. Working on upcoming Medicare Summit, to be held on August 8th and this year's Community Service event.

Submitted by: Sandra Moody Gresham, LUTCF, CLTC, CPIA

Greater Cincinnati submitted by Gerry Stricker

At Cincy we are focusing at our programs over the next few months:

April 24th golf outing

- May 5th Day at the Statehouse
- May 24th Janet
- June 13th Kroger Prescription Plans

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- July 13th Ethics
- August 8th Kim Wilcoxon (attorney)
- September possible Top Golf and/or possible CE on Agents charging fees.

Northeast submitted by Joanie Keehn

- Expo was great had a large turnout.
- We have meetings book through August.
- Golf Outing at Boulder Creek on May 19th. \$105 per golfer to include lunch and dinner.
- Currently 7 board members are planning on attending Day at the Statehouse and 6 are planning on coming to the leadership training.
- Nominations for our new board close at end of business Friday 4/21
- We are already working on next year's expo.
- Excited that we had 7 new members join last month and on track for 5 more this month.

Northwest

Jason reported that they also had their product fair last month and overall it was a success. Three out of 4 CE's were approved. Establishing a culture wellness was not approved as it really didn't have anything to do with insurance. They will have their annual Mud Hens event on July 25. They have a tentative fall event with Cornerstone, date TBD. NAHU live is scheduled for October 2nd, last year they had a good turnout and already have Medical Mutual sponsoring the event.

Western Reserve Update submitted by Julie Ginnis

- April 13th was our recent member meeting on "The Anatomy of a lawsuit" our presenter was David Barbee from Roth-Blair law firm.
- We had a new member join Mary Jo Gisewhite with Greenwood Insurance, she was the only benefits agent in with all other P&C agents and was so excited to learn about our association.
- We had a special guest attend our member meeting on April 13th from the Cincinnati Dayton area from Liberty Health Bank (Anna Kissik)
- We have our platinum sponsors Medical Mutual, Beyond Benefits and Ameritas and we are continuing to search for a Wellness and Payroll vendor.
- WRAHU has recently met with Karen Pierce of Working Partners and we have agreed to send out the Survey Monkey in hopes to get data back from employers on what their thoughts are in regards to all of the heroin overdoses. WRAHU wants to really try to make a difference in our community with a push to educate our employer base what to do when you are affected by drug addiction. Our goal is to try and partner with the Youngstown Regional Chamber and create a quarterly workshop teaching employers what the signs of drug addiction are and how drug addiction is affecting their bottom line.
- May 8th and 9th we have 6 members participating from WRAHU. (Julie Ginnis, Dee McFarland, Nancy Kuzenko, Karen Armstrong, Robert Lackey and John Woods)
- May 11th our member meeting is on Long Term Care
- June 8th our member meeting is on Leg Update and Fee for Service
- June 21st our WRAHU is having a Self-Funded Certification Course from 1-4 (Tim Barhorst) is teaching our class at the Jewish Community Center
- July 13th our member meeting is on Cobra Revisited

- August 10th our member meeting is Ethics (3 CEs)
- Sept. 14th our member meeting is ODI Enforcement Focus & Fraud (2 CEs)
- October 12th member meeting is Trends in Group Disability
- November (we go dark)
- December (we go dark)

Meeting adjourned at 2:25 PM