

Helping Ohioans with Healthcare Benefit Choices



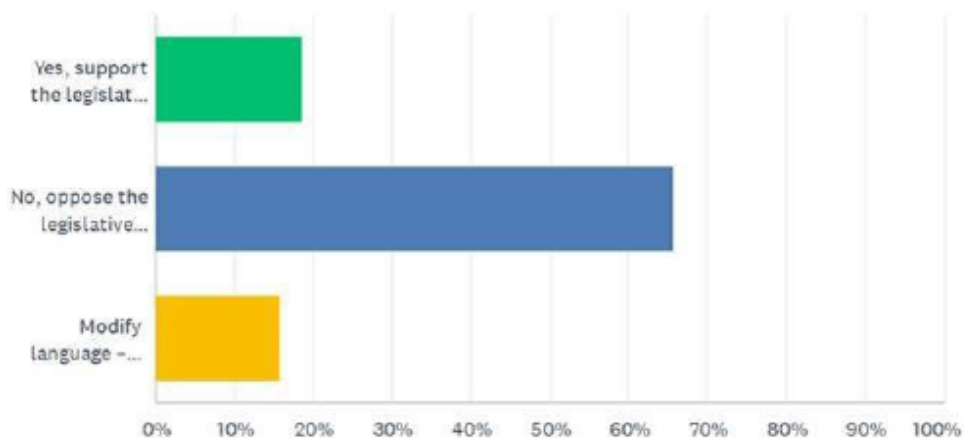
Thank you to all OAHU members who submitted their vote to decide the association direction on HB675. We registered 70 votes with the following results. The legislature is currently on summer break. We will reengage on this topic when they return, if required.

The OAHU board and legislative committee appreciates your thoughtful participation in this process. This is the first time that an issue required both an all member webinar review and vote to determine our next steps. We hope that you found this process to be transparent and will continue to use it in the future for other important issues impacting our industry.

Feel free to contact Barb Gerken, OAHU Legislative Chair, at 419-327-0608 or bgerken@firstinsurancegrp.com with any questions.

Q1 Are you in favor of changes to HB675?

Answered: 70 Skipped: 0



BACKGROUND:

[HB675](#) was introduced on May 16, 2022. The bill removes current prohibitions on the following types of solicitation of Medicare supplement policies:

1. Print solicitation such as leaflets, flyers, or door hangers left at residences or on motor vehicles;
2. In-person solicitations of individuals at the individual's residence or in public or common areas such as parking lots, hallways, lobbies, or sidewalks;
3. Telephonic or electronic solicitation such as electronic voicemail messages, text messages, or direct social media messages.

The legislative team solicited feedback from our membership when we were informed that the bill would go to vote in the House Insurance Committee with only sponsor testimony. This rushed vote would have taken away our opportunity to fully review the legislation and provide meaningful feedback, particularly as we had divided opinions. We worked with our lobbyists, Shawn Kasych and Matt Forney to submit an interested party letter asking for more time to review the impact of the legislation. It is important to note that ***we did not formally oppose or support the legislation***. We highlighted the main concern voiced by our membership with #2 above: In-person solicitations of individuals at the individual's residence or in public or common areas such as parking lots, hallways, lobbies, or sidewalks. We recognize that some of our members are in favor of expanding options for mailings, tele-marketing and social media selling. Please note that these changes will only impact Medicare supplement policies and will not alter the restrictions and processes for Medicare Advantage and Part D sales. OAHU hosted a webinar on Thursday, June 23, 2022 for members to voice their opinions regarding HB675. We followed up with an email requesting members to place their vote on the following possible OAHU positions:

- Yes, support the legislative changes to allow all three options above;
- No, oppose the legislative changes to allow all three options above; or
- Modify language – submit suggestions for modifying the language to address member concerns.

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