

Oklahoma City Association of Health Underwriters  
Board of Directors Meeting  
**MINUTES**  
**January 14, 2021**  
10:00 am  
**VIA ZOOM hosted by Carrie Cox**

*Board Members*

- Barton-Lewis, Diane (Director, HUPAC)
- Bigbie, Andy (Treasurer)
- Brown, Susie (Van Guard Council Chair – Non-voting)
- Clagg, Theresa (Director, Public Service & NAHU Education Foundation Chair – Non-voting)
- Cox, Carrie (Director & Professional Development Chair)
- Goggans, Ashley (President Elect, Communications & Website Chair)
- Harmon, Kelley (Secretary & Awards Chair)
- Hutton, Megan (Vice President, Annual Partners, Media and Newsletter Chair)
- Janway, Leah-Anne (Executive Director, Non-voting)
- Morgan-Kitchen, Connie (Director, Legislative)
- Nursick, Dana (President)
- Robertson, Pat (Past President) ABSENT
- Van Zant, Cathy (Membership & Retention Chair, Non-voting)

CALL TO ORDER (Quorum = 6)  
Dana called meeting to order at **10:04** a.m.

I. MINUTES No changes to the December 10, 2020 Minutes  
**MINUTES stand approved as distributed**

II. TREASURER’S REPORT Andy presented a Verbal review, no questions  
Beginning Balance: \$35,606.93 Total payments: \$2,754.02 Total Deposits: \$4,329.87  
Ending Balance: \$37,182.78

III. COMMITTEE REPORTS –  
A. Annual Partners (Megan)

	Payment Amount	Banking Deposit	Payment Date	Payment Date/Method
<b>January 2020 Renewals</b>				
Kansas City Life	\$ 750.00	\$ 723.60	12/8/2020	Square
BlueCross BlueShield	\$ 1,500.00	\$ 1,500.00	1/13/2020	Check
Vision Care Direct	\$ 1,500.00	\$ 1,447.35	1/13/2020	Square
Sue Wilson Brokerage	\$ 350.00	\$ 350.00	1/13/2020	Check
TASC	\$ 350.00	\$ 350.00	1/13/2020	Check
<b>Budget Year Totals</b>	<b>\$ 4,450.00</b>	<b>\$ 4,370.95</b>		

Annual Partner	Renewal Date	Renewal Letter Send Date	Contact Name	Contact Email	Contact Phone	Partnership Level	
United Healthcare	January	December 7, 2020	Steve Lanier	steve_lanier@uhc.com	405.415.8148		
Vision Care Direct	January	December 7, 2020	Susie Brown	Susie.Brown@visioncaredirect.com	918.695.3080	Platinum	
Blue Cross & Blue Shield	January	December 7, 2020	Julie Rethmeyer	jrethmeyer@bcbsok.com	918.551.3366	Platinum	
Aetna	January	December 7, 2020	Brad Johnson	johnsonb9@aetna.com	405-945-1206		Brad is no longer with Aetna, email bounces - does anyone have an Oklahoma contact they work with?
Delta Dental	January	December 7, 2020	Lan Miller	lmiller@deltadentalok.org	405.607.2134		
iSolved / Infinisource	January	December 7, 2020	Mikela Arnette	Marnette@isolvedhcm.com	405.845.5200		No response from Mikela - have reached out to Amber Montague
Kansas City Life Insurance Company	January	December 7, 2020	Ron Byrd	Ron.Byrd@kclife.com	512.567.4181	Silver	
Sue Wilson Brokerage	January	December 7, 2020	Connie Morgan	connie@suewilsonbrokerage.com	405.843.8300	Bronze	
OSMA	January	December 7, 2020	Dennis Grubbs	dgrubbs@fba-tpa.com	405.290.5745		
AFLAC	January	December 7, 2020	Bobby Stewart	bobby_stewart@us.aflac.com	405.844.0883		
Ameritas	January	December 7, 2020	Gentry Woodburn	gwoodburn@ameritas.com	512.422.8389		Email bounces - does anyone have a contact with Ameritas?
Cigna	January	December 7, 2020	Aaron Taylor	aaron.taylor@cigna.com	918.200.8742		
TASC	January	December 7, 2020	Theresa Wormington	Theresa.Wormington@tasconline.com	405.388.4134	Bronze	
Benchmark Financial	January	December 7, 2020	Dana Nursick			Pending	
The Standard	January	December 7, 2020	Rick Atherton	Rick.Atherton@standard.com	972.943.1617		

	Annual partnership cost	Logo on monthly meeting screen scroll before membership meeting	Logo on Website	Logo on Table Sign	2 Minute Commercial at any member meeting	1/2 page ad / Product News in bi-annual newsletters	Exhibitor Booth at Symposium	Lunch Symposium Sponsor	Breakfast Symposium Sponsor	5 Minute Commercial at Symposium	2 Attendees included for Symposium
Platinum	\$1,500	X	X	X	X	X	X	X		X	X
Gold**	\$1,000	X	X	X	X	X	X		X	X	
Silver**	\$750	X	X	X	X		X				
Bronze**	\$350	X	X	X							

\*If any Annual Partner elects to add on additional symposium sponsorships they would receive a 10% discount.  
\*\*Annual Partners will receive member luncheon pricing for annual symposium.

- B. Awards (Kelley)
- a. Working with NAHU to find out why no OKC members are showing up on the following reports: Recruitments, HUPAC and Operation Shouts – as of 1/13/21, still not showing any members
  - b. My records show the following recruitments for 2020
    - i. Carrie Cox
      1. J. Kelly Hudelson – 7/23/2020
      2. Jessica McCool – 01/17/2020
    - ii. Kelley Harmon
      1. Bobby Stewart – 01/31/2020
      2. Kelly Morrell – 07/09/2020
    - iii. Cathy VanZant
      1. Meagan McGowen – 7/9/2020
      2. Rouben Tourian – 08/24/2020
    - iv. Nicole Schwartz
      1. April Armstrong – 01/22/2020
    - v. Christopher Crow
      1. Gary Clinton Foster – 6/22/2020
    - vi. Jeff Walraven
      1. Susan Kent – 001/14/2020
    - vii. Greg Holley
      1. Miriam Robinette – 01/14/2020
    - viii. Diane Barton-Lewis
      1. Cody Freeman
      2. Nancee Roberson
  - c. Reminder that the following board officers need to complete the training modules in NAHUvision (please notify me once you have completed your training):
    - a. President (Tools for Chapter Presidents; Chapter Leaders Webinar-Virtual Meeting)
    - b. President-elect (Chapter Leaders Webinar-virtual meeting)
    - c. Secretary (Secretary – taking minutes)
    - d. Treasurer (Treasurer Training Guide)
    - e. Legislative (2021 Legislative Chair Training)

- f. Membership Recruitment (eCommerce Training; Membership Chair Training; Retention Chair Training)
- g. Membership Experience (same as above)
- h. Professional Development (Professional Development Training)
- i. Awards (Chapter Leaders – Chapter Certification; Awards Chair Overview; Using Dropbox for Awards; Awards Chair Training; Chapter Leaders-Virtual Meeting; LPRT Overview)
- j. HUPAC (HUPAC Chairs Training; What is HUPAC)
- k. Media (Media Relations 101)
- l. VanGuard (Vanguard Council Chair Training)

To get to the training modules, login to [www.nahu.org](http://www.nahu.org), click on Resources and scroll down to NAHUVision. Once you are on this screen, you will see all of the training videos listed, or you can click on the right hand side under Chapter Leadership Training and pull up the training by your position. If you don't see your position listed, please let me know and I will confirm with NAHU.

- d. NEW AWARD!!!! 2021 NAHU Vanguard Emerging Leader Award
  - a. Need nominations from the board and from membership:  
The Emerging Leader Award recognizes NAHU members with LESS than 5 years of membership, who have eagerly contributed their services at the local, state and/or national level. The nominee should be someone who jumped right in and actively sought out ways to help the association within their first 5 years of membership. The nominee's commitment of time, talent, and finances for the betterment of the association and the health insurance industry, should stand out above and beyond the average involvement level of a new member. Emerging Leader Awards will be presented to the top highest 50% of the submitted awards nominations to a maximum of four recipients.
- C. Communications / Website (Ashley)
  - a. Sent out emails for January Meeting
  - b. Updated website with meeting information
  - c. I have a Zoom meeting scheduled with Jodi Cooper for Friday to introduce her to StarChapter and start training her on website
- D. Executive Director (LAJ)
  - a. Attended the December Board Virtual Zoom meeting
  - b. Checked PO Box a few times, made a bank deposit
  - c. Worked on accounting in Quickbooks and issued checks
  - d. Ordered supply of checks
  - e. Met Theresa at OK Kids Korral to deliver checks and supplies on December 17, 2020
  - f. Filed courses for CE approval January speaker and LIVE from NAHU presentation on the election outcome. Both Approved
  - g. Attended the Professional Development Committee Meeting January 12, 2021
  - h. Working on February CE course with Joanna Parker – so far just emailed her a sample outline
  - i. Prepared and distributed the January 2021 board and member meeting agendas
  - j. Total Billable Hours – Dec – Jan - 15 hours @ \$13/hr - \$195.00
- E. HUPAC (Diane Barton-Lewis)
  - a. See Attached HUPAC report that was sent out showing who received funds from HUPAC
- F. Legislative (Connie)
  - a. Insure Oklahoma
    - i. OSAHU & Local Leg Committee members had a Zoom meeting with the Oklahoma Healthcare Authority and Blue Cross on Tuesday, 1-12-21. (see notes attached from Zoom Meeting)
    - ii. Enclosed is the letter we sent to them.
    - iii. Advised them only platinum plans with very expensive premiums are available in 2021.
    - iv. No 2021 Gold plans available due to ACA Metallic Calculator approvals. Carriers don't know what will come back from Calculator until sometime in February 2021.
    - v. The market needs Gold plans back on the Qualified Health plan list for most groups to be able to afford their 2022 premium cost sharing.
    - vi. OHCA will consider raising Maximum Out-of-Pocket limits in addition to their idea of only increasing deductibles.
    - vii. Timing is critical to get carrier plans approved, modernized benefits get their regulation change approved, get CMS waiver approved and carriers have more QHP's ready for the 2022 market.

- viii. OHCA stated enrollment in past 2 years has slowed way down. We told them it is because of the high premiums for rich \$3000 MOOP plan designs and agents didn't know until 7-1-20 if ESI was going to be continued.
- ix. ESI income limits will be 126% to 137% of Federal Poverty Level once Medicaid Expansion is implemented 7-1-21, to meet Federal guidelines according to ACA Medicaid Expansion requirements.
- x. This project is a work in progress. Stay tuned!
- b. Oklahoma Legislative Session begins on Monday, 2-1-2021.
  - i. Bills filed will be released on 1-21-21. We will keep you updated.
  - ii. Rep Snead, the new House Insurance Committee Chair is bringing his surprise billing bill back this session.
- c. Monthly membership meeting on March 11, 2021 will be our annual Legislative Update.
  - i. Discussion to be had with Carrie and program committee about providing virtual access to the meeting so the Tulsa Chapter can participate and our OKC members can attend virtually if not comfortable with attending live session at The Greens.
  - ii. Allotting 2 hours, minimum 1 hour of Legislative CE, possibly 2 hours.
  - iii. Discussing who to invite to speak or have some other form of information provided as the second hour.
- d. Cap Conference – Virtual Meeting February 22 – 24, 2021
  - i. Register to attend this dynamic event.
  - ii. Live speakers and break-out sessions.
  - iii. Participate in virtual meetings with our OK Congressional Delegation
  - iv. Low cost of \$199.
  - v. Any additional funding left for members to attend and get reimbursed?
- e. CARES ACT - New changes there.
  - i. FSA's
    - 1. Allows carry and mid-year changes on FSA's.
    - 2. Listen to NAHU Podcast for details
  - ii. Broker Transparency
    - 1. Affects direct and indirect commissions
    - 2. NAHU educating Ways & Means Committee about avoiding duplication of what is already being done and how burdensome and costly this regulation will be for Producers.
- f. Surprise billing passed by Congress.
  - i. Arbitrators must use Medium Network Rate in arbitration process. Nahu was instrumental to get them to include the Medium Network Rate language in this bill.
  - ii. A lot of regulation action will happen in rulemaking.
    - 1. Definition of Medium Network Rate will be determined.
    - 2. If state law is more strict than the Federal bill, then the state bill will supersede Federal Law.
    - 3. Marcy is working on finding out the definition of "more strict".
    - 4. Federal law regulates Self-funded plans if state law doesn't override Federal Law. Stay tuned for updated interpretation.

#### G. Media

(Megan)

- a. Ashley & Leah-Anne helped to get out the press release on Surprise Billing
  - i. We are working to try and keep up with who we can contact at the Oklahoman, contacts keep changing
- b. Social media post on Surprise Billing to go along with press release
- c. Social media post to say "Thanks a Bunch" to our members and partners.
- d. Newsletter – not much content so skipped a December newsletter. Will work on one for this month

#### H. Membership & Retention

(Cathy)

- a. 8 new members since June 2020 –
  - i. 8 count towards the Traveling Trophy
  - ii. 11 people lapsed in last few months – will be verifying reasons not renewing membership

#### I. NAHU Education Foundation

(Theresa)

- a. We decided to not participate in the National Walkathon due to our own fundraiser

- J. Professional Development / Education Foundation (Carrie)
  - a. January is International Travel
  - b. February is working on
  - c. March is Legislative
  - d. April is Open
  - e. May is Symposium
- K. Public Service (Theresa)
  - a. Did delivery to OK Kids Korral, they were excited to get the donations, we donated \$707.25 as an association
- L. Vanguard (Susie)
  - a. Object is to increase membership and awareness of Vanguard
  - b. Emerging Leadership Award being sponsored by Vanguard this year.
- IV. OLD BUSINESS
  - a. Capitol Conference Delegation
    - i. Board Members representing our chapter:
      - Theresa Wormington Clagg
      - Megan Hutton
      - Susan Brown
      - Dana Nursick as OKC President
      - Kelley Harmon
      - Ashley Goggans
      - Connie Morgan Kitchen as OKC Legislative Chair
- V. NEW BUSINESS
  - a. Seth Rott, MMR
    - i. Seth joined the call to let us know what is happening regarding the article that was in The Oklahoman about an Ethics violation. He will be putting together a letter that will be sent out to members
  - b. Nominations Committee meeting time
    - i. To be Determined
  - c. January member roster per NAHU records will be filed for each OKC member to receive 1 hour of Continuing Education credit for being a member of a professional organization
  - d. Mike Dollins – we received an email from Mike Dollins that he has to resign at this time, but he feels that a new replacement will better benefit the State and OKC organizations. Mike has served with NAHU since 1983 and most of those years served on the Board and multiple committees. We will miss Mike! Diane Barton-Lewis has agreed to fill his HUPAC position at this time.
- VI. ADJOURNMENT
  - Next Board Meeting: February 11th, by Zoom @ 10:00 a.m.
  - Motion by: Kelley Harmon                      Second: Ashley Goggans
  - Time Adjourned: 11:23 a.m.