

Oklahoma City Association of Health Underwriters
Board of Directors Meeting
MINUTES
February 11, 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) EXCUSED
- Cooper, Jodi (Website Training – 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)
- Van Zant, Cathy (Membership & Retention Chair, Non-voting)

CALL TO ORDER

(Quorum = 6)
Dana called meeting to order at **10:05 a.m.**

I. MINUTES

No changes to the January 14, 2021 Minutes
MINUTES stand approved as distributed

II. TREASURER’S REPORT

Andy presented a Verbal review, no questions
Beginning Balance: \$37,182.78 Total payments: \$391.78 Total Deposits: \$2,242.98
Ending Balance: \$39,033.98

III. COMMITTEE REPORTS –

A. Annual Partners (Megan)

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	Gold
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				No reply
Delta Dental	January	December 7, 2020	Lan Miller	lmiller@deltadentalok.org	405.607.2134	No reply
iSolved / Infinisource	January	December 7, 2020	Mikela Arnette	Marnette@isolvedhcm.com	405.845.5200	Decline
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	No reply
AFLAC	January	December 7, 2020	Bobby Stewart	bobby_stewart@us.aflac.com	405.844.0883	No reply
Ameritas	January	December 7, 2020	Gentry Woodburn			No reply
Cigna	January	December 7, 2020	Aaron Taylor	aaron.taylor@cigna.com	918.200.8742	No reply
TASC	January	December 7, 2020	Theresa Wormington	Theresa.Wormington@tasconline.com	405.388.4134	Bronze
Benchmark Financial	January	December 7, 2020	Dana Nursick			Bronze
The Standard	January	December 7, 2020	Rick Atherton	Rick.Atherton@standard.com	972.943.1617	Bronze

	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) - Completed
 - b. President-elect (Chapter Leaders Webinar-virtual meeting) - Completed
 - c. Secretary (Secretary – taking minutes) - Completed
 - 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) - Completed
 - j. HUPAC (HUPAC Chairs Training; What is HUPAC) -
 - k. Media (Media Relations 101) - Completed
 - l. VanGuard (Vanguard Council Chair Training)

To get to the training modules, login to 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.

- C. Communications / Website (Ashley)
- Sent out emails for February Meeting
 - Sent out newsletter
 - Updated website with meeting information & CE approval number
 - Pulled membership report and uploaded it to Star Chapter
 - Started a page on speakers for Symposium with their topics, bio, pics, and CE approval number if we have it.
 - Pop up questions from StarChapter

We're evaluating StarChapter Pay enhancements. Please select your top preference:

- Apple Pay / Google Pay for Web Payments
- Support for mobile device card reader/swiper
- Installment Payments (Buy now, pay later in installments)
- Text-to-Pay (text payment reminders or text user for approval to pay with card on file)

Powered by Survicate

Would you be interested in an auto membership renewal feature with StarChapter Pay?

- Yes
- No

Powered by Survicate

- D. Director (LAJ)
- Attended the January Board Virtual Zoom meeting
 - Checked PO Box a few times, made a bank deposit
 - Worked on accounting in Quickbooks and issued checks
 - Filed January CE meeting roster for credits
 - Filed January OKC Member list to the OID for 1 hour of CE Credit (Legislative)
 - Processed Annual partner SQUARE payments, Benchmark and The Standard
 - Participated in the Jan 15, 2021 Communications/Website meeting hosted by Ashley
 - Participated in Legislative Committee bill review and reading meetings
 - Participated in the State Board virtual meeting
 - Filed Courses for CE approval for April & May – Both are approved
 - Working on March Legislative Meeting. Used the OID website form to request Commissioner Mulready but have not heard back from anybody
 - Prepared and distributed the February 2021 board and member meeting agendas
 - Total Billable Hours – Dec – Jan - 19 hours @ \$13/hr - \$247.00
- E. HUPAC (Diane Barton-Lewis)
- Our chapter appears to be fine with the HUPAC changes of this term.
 - Nicole Frazier resigned and Michael Dollins was going to help but Mike had to resign from State PAC so Diane Barton-Lewis has offered to help fill in through the rest of this term
 - OKC By Laws does not have HUPAC as a standing committee, so it should not have to be as structured to move Diane in to position.
 - Diane Barton-Lewis accepts the position of interim OKC chapter HUPAC chair through the end of the 2020-2021 term.
 - The OKC HUPAC position has been in the past a position to hold a contest if the State sets one up, and to let members know about the PACs at member meetings. Chair promotes bringing in more members to financially support a PAC and how such lobbying activity supports this industry.
 - For this month, we would like to encourage members to consider the February 24, 2021 HUPAC Virtual Happy Hour during Capitol Conference. If registered for Cap Con already, this event is a \$25 donation and registration deadline is February 22, 2021. If not going to Cap Con, you can register for this event like Leah-Anne has done.
 - We also want to add HUPAC reminder(s) for the March Legislative meeting agenda.
- F. Legislative (Connie)

- a. Insure Oklahoma
 - i. No new updates on the OHCA Project and 2022 Plan Design Changes.
 - ii. 3 Hour CE Credit Webinar on Insure OK ESI Qualified Agent Program – IO ESI/IP 101 Course, on 2-17-21 from 9am – 12 pm Enclosed is the letter we sent to them.
- b. Oklahoma Legislative Session begins on Monday, 2-1-2021.
 - i. A total of 113 bills filed related to Health insurance.
 - 1. ___ House bills
 - 2. ___ Senate bills
 - 3. Approximately 60 Shell bills
 - 4. 3 House Joint Resolution Bills filed will be released on 1-21-21.
 - 5. We need help reading the 50 bills that affect our industry.
- 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. Rep Garry Mize, House Vice-Committee Chair, scheduled to speak
 - iv. Commissioner Mulready, invited to speak, pending confirmation.
 - v. I heard Comm Mulready speak at NAIFA and met Ashley Scott his new Legislative Liaison at State Capital. She will do well for him with her prior work at the State Capital.
 - vi. Ashley is our contact for all bills OID has filed.
- 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.
- e. Region 6 Leg Chair Call Report
 - i. NAHU asking for safe-harbors on Employer Reporting.
 - ii. Biden Administration has put a regulatory freeze on Trumps Exec Orders that have not had Regulations already being implemented.
 - iii. President Bidens Executive Order Overview
 - 1. COVID-19 Marketplace Open Enrollment: 2-15-21 thru 5-15-21
 - a. Anyone can enroll on the Marketplace, no SEP Reqmts.
 - b. Unknown if off-Marketplace enrollments will be allowed.
 - c. State Exchanges that did extended FFM Open Enrollment experienced healthier population enrolling.
 - d. CCIIO is excited about Agent/Broker role in this Open Enrollment
 - e. FFM Agent/Broker Certification required to enroll & paid comms.
 - iv. Research requested on certain Exec Orders by Former Pres Trump are staying in place for now due to Regulations are in place. Biden Agency will review and see if changes are necessary or rescind?
 - 1. Short Term Medicals Plans
 - a. Changes recommended go thru Rule Making Process, public comment, etc.
 - b. STM's up to 36 months now. May be cut back to 3 months. Trying to keep something intact.
 - 2. Association Health Plans
 - a. Court challenge pending. Biden may take action.
 - 3. IHCRAs – We may see changes.
 - a. Biden wants to bolster individual enrollment.
- f. CARES ACT - New changes there.
 - i. Broker Transparency affects direct and indirect commissions
 - 1. Regulatory process in motion
 - 2. Educating Congress about duplication
 - 3. Rules will be implemented Summer 2021
 - ii. Disclosures required by Agents or Carrier giving Feds the reports will be determined by 11/1/21 to be effective 1/1/2022.

- G. Media (Megan)
- a. Ashley has been great at communicating Media information from OSAHU to the local level chairs.
 - b. Did a post on the Special Enrollment Period and how NAHU agents are ready to assist
 - c. Regional Media Chair provided with a Media Advisory that we can sent to local news outlets to advise we have a spokesperson that is available for comment to discuss the special enrollment period and NAHU.

- H. Membership & Retention (Cathy)
- a. 1 new member since last month
 - i. 9 count towards the Traveling Trophy
 - ii. No new lapses this month
 - b. Sending out a list to each board member of members that we need to reach out. This is a new outreach program “All Hands on Deck” that Corporate has requested that we do

- I. NAHU Education Foundation (Theresa)
- a. No Report

- J. Professional Development / Education Foundation (Carrie)
- a. February is Workplace Wellness
 - b. March is Legislative
 - c. April is Income Tax Credit
 - d. May is Symposium – working on several different speakers
 - i. Air Transport
 - ii. Rx Something
 - iii. Dental
 - iv. Ethics
 - v. Biden Administration

- K. Public Service (Theresa)
- a. No Report

- L. Vanguard (Susie)
- a. No Report

IV. OLD BUSINESS

- a. Nominations Committee Update

V. NEW BUSINESS

- a. Speaker for the Symposium
 - i. Took a vote to see if we wanted to pay \$400 for 2 hours to have Eric Johnson with Comedy CE, he has presented to Austin and Forth Worth and they recommend him.
 - 1. Megan motioned to have him present, Pat second
 - a. All Approved
 - b. No Opposed

VI. ADJOURNMENT

Next Board Meeting: TBD

Motion by: Diane Barton-Lewis Second: Kelley Harmon

Time Adjourned: 11:20 a.m.