

Oklahoma City Association of Health Underwriters
Board of Directors Meeting
MINUTES
March 12, 2021, 2021
9:30 am
VIA ZOOM hosted by Ashley GoggansCarrie Cox

Board Members

Barton-Lewis, Diane (Director, HUPAC)	EXCUSED
Bigbie, Andy (Treasurer)	EXCUSED
Brown, Susie (Van Guard Council Chair – Non-voting)	EXCUSED
Clagg, Theresa (Director, Public Service & NAHU Education Foundation Chair – Non-voting)	
Cooper, Jodi (Media in Training)	
Cox, Carrie (Director & Professional Development Chair)	EXCUSED
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)	ABSENT

CALL TO ORDER

(Quorum = 6)
Dana called meeting to order at 9:33 a.m.

I. MINUTES

No changes to the February 11, 2021 Minutes
MINUTES stand approved as distributed

II. TREASURER’S REPORT

Dana presented a Verbal review, no questions
Beginning Balance: \$39,033.98 Total payments: \$454.14 Total Deposits: \$2,600.43
Ending Balance: \$41,180.27

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
Delta Dental	January	December 7, 2020	Lan Miller	lmiller@deltadentalok.org	405.607.2134	Gold
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
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 3/10/21, still not showing any members, sent follow-up emails on 3/9/21 to see what the status of the Triple Crown Members. The reports through 2020 are still not showing.
 - 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. Working on Submission of the following awards
 - a. NAHU Website Award
 - b. NAHU PaceSetter Award
 - c. VanGuard Emerging Leader Award
 - d. OSAHU Dave Shepherd Memorial Health Underwriter of the Year Award
 - a. Nominations need to be to Harry Hanig by March 19th, can be emailed to ghanig@benex.org
 - e. Oklahoma City Health Underwriter of the Year Award
 - a. Nominations need to be to Leah-Anne Janway by May 1, 2021
- C. Communications / Website (Ashley)
- a. Sent out emails for March Meeting
 - b. Set up March meeting tickets for member / non-member for both virtual and in-person, and included spot for producer number
 - c. Sent out announcement for OSAHU & OKAHU HUY, and Scholarship
 - d. Updated website with March meeting info & CE Approval number
 - e. Pulled membership report and uploaded it to StarChapter
 - f. Set up April Meeting
 - g. Set up draft of May Symposium so it will show online with “more details coming soon”
 - h. Verified the Announcement showed up on the website
- D. Executive Director (LAJ)
- a. Attended the February Board & Member Virtual Zoom meetings and the March In-person Legislative meeting at The Greens
 - b. Checked PO Box a few times
 - c. Filed February CE Meeting roster for credits
 - d. Prepared Power Point and filed CE Courses for 2021 Legislative Update (1 hr Webinar and Classroom courses); received approval quickly
 - e. Filed 2 hr Ethics outline for Symposium (Approved 3/11/2021)
 - f. Worked on accounting in Quickbooks and issued checks
 - g. Participated in the HUPAC Happy Hour and enjoyed it very much
 - h. Worked on the Membership Outreach but used Emails instead of phone calls. Wayne Pettigrew’s comment was that he preferred In-person meetings
 - i. Worked with The Greens regarding the meal and the rsvp’s, went to the walk through on March 10th

- j. Confirmed Commissioner Mulready for the March 11, 2021
- k. Prepared and distributed the March 2021 board and member meeting agendas
- l. Total Billable Hours – Feb 11 – March 11 - 24 hours @ \$13/hr - \$312.00
- E. HUPAC (Diane Barton-Lewis)
 - a. Need to verify if Diane Barton-Lewis will be the HUPAC chair next year
 - b. Leah-Anne is going to find out what information we can get out to our members on HUPAC
 - c. Connie works with the State on who gets money from the PAC
- F. Legislative (Connie)
 - a. Annual Legislative Meeting
 - i. Meeting was held March 11, 2021, power point presentation is attached along with the NAHU Federal Bills that were discussed with our representatives during the Capitol Conference.
 - b. Addendum to The Washington D.C. NAHU Legislation portion of the PPT is the information shared with our Congressmen and Congresswomen virtually at NAHU Capitol Conference hill visits in February 2021.
 - i. Attendees met directly with Senator Lankford, Rep Kevin Hern & Rep Stephanie Bice.
 - ii. Attendees met with Healthcare Legislative Staff Member at Senator Inhofe's, Rep Tom Cole, Rep Frank Lucas, Rep Markwayne Mullin's office. These Congressmen were unable to attend due to scheduling conflicts.
 - iii. Great meetings with all legislators. Each office was emailed the following bills after the meetings, as NAHU did not release these bill numbers to attendee's until after the conference was over. They all wanted to know the related bill numbers so they can support NAHU positions and concerns.
 - 1. Employer Reporting bill: H.R. 40708 and S.2366
 - 2. COBRA Coverage to count as creditable coverage bill: H.R. 2564
 - 3. Medicare "Observation" bill: H.R. 1682
 - c. American Rescue Plan
 - i. Announced to membership that this was passed and signed in to law yesterday, gave overview of the items that NAHU mentioned in their email (email is attached to minutes)
 - d. Consolidated Appropriations Act 2021
 - i. Mandates brokers disclosed to Employers how much they make from insurance carriers & vendors.
 - ii. Expands Covered Service Provider (agent/broker) compensation disclosure rules to group health plans to be similar to requirements applicable to retirement plan brokers that were imposed in 2012.
 - iii. Under Section 408(B)(2) of ERISA, any agent that expects to receive at least \$1,000 in direct or indirect compensation for providing brokerage or consulting services to a group health plan will be subject to the new disclosure requirements. o A list of services in connection with brokers earning income from these sources is provided. See attached articles with referenced list of services.
 - 1. Indirect compensation definition
 - 2. Enhanced disclosure requirements
 - 3. Impact on plan sponsors.
 - iv. Individual medical policies will be included. No details released yet.
 - v. DOL is expected to issue guidance on these new rules this summer.
 - 1. Disclosure forms expected to be released November 1, 2021 thru December 27, 2021.
 - 2. Effective date of requirements is on any contract executed on or after 12-27-21.
 - vi. NAHU's position supports transparency but feels the legislation is redundant and that the requirements "could be a financial burden on carriers, employers, agents and brokers.
 - vii. This is a high-level overview of this subject. Full articles on subject matter are included that were provided by OID. This report is a summary of the information in these articles.
 - viii. Be aware this is coming by the end of this year and stay tuned for more information once regulations are released.
- G. Media (Megan)
 - a. Ashley did a few posts relating to CapCon
 - b. Media posts thanking our in-person guests at our first in-person meeting on 3/11/21
 - c. Waiting to hear from legislative team on what will need to be promoted as a State Operation Shout

- i. This will likely relate to pharmacy bills, but we don't know quite yet, more to come in the next few weeks
 - ii. Media will promote operation shout when announced
 - d. Ashley continues to help coordinate media efforts between OSAHU, OKAHU, and OKTAHU so that we all have a consistent voice to media outlets.
 - H. Membership & Retention (Cathy)
 - i. No Report
 - I. NAHU Education Foundation (Theresa)
 - a. We haven't gotten any updates since end of the year
 - J. Professional Development / Education Foundation (Carrie)
 - a. April 8th – Mike Lancey has agreed to do CE on Work Opportunity Tax Credit (same as Tulsa)
 - b. May 13th Symposium
 - i. Les McGee – Air Transport
 - ii. Chris Deninger – Medalist RX
 - iii. Ron Byrd – Dental
 - iv. Eric Johnson – 2 hours of Ethics, Finally a FUN Ethics Class
 - v. We are still working on times and cost – TBA Soon
 - K. Public Service (Theresa)
 - a. Looking at doing a virtual fundraiser for Toby Keith Foundation in April 2021
 - L. Vanguard (Susie)
 - a. Our goal is to work to increase membership by partnering with chapters
 - b. Increase awareness of Vanguard Council and its endeavors in every region by
 - i. Update Social Event Guidebook - This is being updated and we will receive an update at next month's meeting. Once it's completed it will be sent out to each chapter.
 - ii. Updated Internship Playbook has already been sent out to the regions. – We have a link to this on our website
 - c. Vanguard Emerging Leader Award – Applications are due April 5
 - i. We are sending in Submissions from Oklahoma.
 - d. Convention will be virtual for 2021!
 - e. Vanguard Networking Breakfast at Annual Convention
 - i. In 2020 we held the breakfast virtually and had over 100 attended
 - ii. We are working on what we will do this coming convention.
 - iii. If you have suggestion on what you would like to see at the breakfast, please let Susie Brown know
 - f. Vanguard Chair – description for this job is being updated.

IV. OLD BUSINESS

- a. Cap Con Reports from attendees
 - i. LAJ did the HUPAC Happy Hour and the takeaway from Congressman Patrick Henry and Senator Todd Young was that there is a way to check out PACs “open secrets” and our elected officials refer to this information to determine who is worth their time and attention and NAHU's is quite attractive. They want to work with PACs like ours.
 - ii. Cap Con visits were successful, feel like our representatives were willing to hear our thoughts and concerns regarding our list that was provided by NAHU
- b. Nomination committee update
 - i. Need to send out to membership for nominations for the board

V. NEW BUSINESS

- a. Annual Convention VIRTUAL June 26 through 29, 2021 – Start planning

VI. ADJOURNMENT

Next Board Meeting: April 8th, by Zoom @ 10:00 a.m.
 Motion by: Kelley Harmon Second: Connie Morgan-Kitchen
 Time Adjourned: 10:21 a.m.