

Oklahoma City Association of Health Underwriters
Board of Directors Meeting
MINUTES
April 8, 2021
10:00 am
VIA ZOOM hosted by Carrie Cox

Board Members

Barton-Lewis, Diane (Director, HUPAC)	EXCUSED
Bigbie, Andy (Treasurer)	
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)	
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 10:03 a.m.

I. MINUTES

No changes to the March 12, 2021 Minutes
MINUTES stand approved as distributed

II. TREASURER'S REPORT

Andy presented a Verbal review, no questions
Beginning Balance: \$41,180.27 Total payments: \$5,084.22 Total Deposits: \$3,437.26
Ending Balance: \$39,533.31

III. COMMITTEE REPORTS –

A. Annual Partners (Megan)

Annual Partner	Renewal Date	Renewal Letter Sent Date	Contact Name	Contact Email	Contact Phone	Partnership Level	Payment Type	Payment Amount	Deposited Amount
Blue Cross & Blue Shield	January	December 7, 2020	Julie Rethmeyer	jrethmeyer@bcbsok.com	918.551.3366	Platinum	Check	\$1,500.00	\$1,500.00
Friday Health Plans	January	New Partner 4.1.2021	Denise Willison	denise.willison@fridayhealthplans.com	918.810.8120	Platinum	Credit Card	\$1,500.00	\$1,447.35
Vision Care Direct	January	December 7, 2020	Susie Brown	susie.brown@visioncaredirect.com	918.695.3060	Platinum	Credit Card	\$1,500.00	\$1,447.35
Delta Dental of Oklahoma	January	December 7, 2020	Anne Thi	asthi2@deltadentalok.org		Gold	Credit Card	\$1,000.00	\$964.85
United Healthcare	January	December 7, 2020	Steve Lanier	steve_lanier@uhc.com	405.415.8148	Gold	Credit Card	\$1,000.00	\$1,000.00
Kansas City Life	January	December 7, 2020	Ron Byrd	ron.byrd@kclife.com	512.567.4181	Silver	Credit Card	\$750.00	\$723.60
Benchmark Financial	January	December 7, 2020	Dana Nursick	dana@benchmarkfinancial.com	405.840.0028	Bronze	Credit Card	\$350.00	\$337.60
Sue Wilson Brokerage	January	December 7, 2020	Connie Morgan-Kitchen	connie@suewilsonbrokerage.com	405.843.8300	Bronze	Check	\$350.00	\$350.00
TASC	January	December 7, 2020	Theresa Clagg	theresa.wormington@tasconline.com	405.388.4134	Bronze	Check	\$350.00	\$350.00
The Standard	January	December 7, 2020	Rick Atherton	rick.atherton@standard.com	972.943.1617	Bronze	Credit Card	\$350.00	\$337.60
Symposium Booth Exhibitor									
The Standard	May	March 31, 2021	Rick Atherton	Rick.Atherton@Standard.com	972.943.1617	Booth Sponsor	Credit Card	\$400.00	\$385.92
Ameritas	May	March 31, 2021	Taylor Foster	Taylor.Foster@ameritas.com	972.666.8314	Booth Sponsor	Credit Card	\$400.00	\$385.92
Member Social Happy Hour Sponsor									
Benchmark Financial	May	March 31, 2021	Dana Nursick	dana@benchmarkfinancial.com	405.840.0028	Happy Hour Sponsor	Credit Card	\$200.00	\$192.96
Kansas City Life	May	March 31, 2021	Ron Byrd	ron.byrd@kclife.com	512.567.4181	Happy Hour Sponsor	Credit Card	\$200.00	\$192.96

	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	X
Gold**	\$1,000	X	X	X	X	X	X	X	X	X	X
Silver**	\$750	X	X	X	X	X	X	X	X	X	X
Bronze**	\$350	X	X	X	X	X	X	X	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. NAHU confirmed that the following people obtained Triple Crown for 2020
 - a. Carrie Cox
 - b. Diane Barton-Lewis
 - c. Kelley Harmon
 - b. Submitted the following awards for the April 5th deadline
 - a. NAHU Website Award
 - b. NAHU PaceSetter Award
 - c. VanGuard Emerging Leader Award – Megan Hutton
 - d. VanGuard Emerging Leader Award – Kelley Harmon
 - c. Working on Association Certification which is due by 5/31/21
- C. Communications / Website (Ashley)
 - a. Set up April & May meeting tickets for member / non-member for both virtual and in-person and included spot for producer number
 - b. Sent out emails for April meeting
 - c. Sent out email for SB 821 to members
 - d. Pulled membership report and uploaded it to StarChapter
 - e. Set up April & May Meeting
 - f. Added New Annual Sponsor – Friday Health Plans
- D. Executive Director (LAJ)
 - a. Prepared Board with agendas and reports for the March Board and Member meetings.
 - b. Worked the Registration table at the March 11 Member meeting at The Greens
 - c. Filed March CE meeting roster for credits, Roster for Virtual and Roster for In Person
 - d. Checked PO Box a few times
 - e. Worked on accounting – SQUARE cc processing, QuickBooks and issued checks
 - f. Participated in March 12 Board meeting
 - g. Worked on Awards
 - h. Worked with Legislative Committee
 - i. Worked on the Symposium
 - j. Worked with Web and Communication Committee
 - k. Renewed as CE provider, which we do every April
 - l. Total Billable Hours – Mar 12 – April 7 - 20 hours @ \$13/hr - \$260.00
- E. HUPAC (Diane Barton-Lewis)
 - a. Dana gave a report, they had a meeting the other day with Connie Morgan-Kitchen, Ashley Goggans, Seth Rott (lobbyist), Diane Barton-Lewis, going to start focusing on HUPAC and educating our members on how important this PAC is for our industry. Seth volunteered to help us do education. Thinking about doing a fundraiser as well.
 - b. Will have a booth at the May Symposium
 - c. Will do a little “commercial” at the monthly membership meeting today on HUPAC, let membership know that Mike Dollins has stepped away and Diane Barton-Lewis is stepping up to this position.
- F. Legislative (Connie)
 - i. See Separate Report to be issued by Connie
- G. Media (Megan)
 - a. Working on invitation to post on social media for Symposium
 - b. Have updated table signs for annual partners
 - c. Designed table signs for Member Social – Happy Hour following Symposium
 - d. Additional table signs showing booth exhibitors at the symposium
 - e. PPT to play showcasing Annual Partners prior to meetings.
 - f. Working on newsletter
 - g. Updated OKHUPAC form
 - h. Created very simple member survey for symposium (give away mugs)?
- H. Membership & Retention (Cathy)
 - i. 3 new members since March 1st, welcome email was sent out to new members, have had 9 lapse in same period
 - ii. Discussed sending a letter from the President to each new member

- iii. Traveling Trophy – OKC has blown Tulsa out of the water 😊.
- iv. Total membership is at 110 for OKC

New Membership Report

First Name	Last Name	Company	City	State	E-mail	Join Date	Sponsor
Gary	Foster	Doyle-Crow & Associates	Moore	OK	clinton@doylecrow.com	6/22/2020	Christopher Lee Crow
Meagan	McGowen	Cross Pointe Insurance Advisors dba	Oklahoma City	OK	mmcgowen@ebpokc.com	7/9/2020	Catherine Van Zant
Kelly	Morrell	Higginbotham Insurance & Financial	Oklahoma City	OK	KMorrell@Higginbotham.net	7/9/2020	Ms. Kelley L. Harmon
J. Kelly	Hudelson	Maschino Hudelson & Associates	Oklahoma City	OK	khudelson@mha-ins.com	7/23/2020	Carrie Cox
Rouben	Tourian	Dillingham Benefits	Weatherford	OK	rtourian@dillinghambenefits.com	8/24/2020	Catherine Van Zant
Cody	Freeman	BeneFITS@work	Oklahoma City	OK	codyfreeman@financialguide.com	9/10/2020	Diane L. Barton-Lewis
Nancee	Roberson	American Fidelity	Edmond	OK	nancee.roberson@americanfidelity.com	9/23/2020	Diane L. Barton-Lewis
James	Clagg	Centerprises, LLC	Edmond	OK	jfclagg@cox.net	12/23/2020	Theresa M. Wormington-Clagg
Ann	McKinney		Oklahoma City	OK	amckinney@bokf.com	2/9/2021	Catherine Van Zant
April	Browning	Employee Benefit Advisors, Inc	Norman	OK	april@ebainsure.com	3/4/2021	
Susan	Storey	Benchmark	Yukon	OK	susan_storey@us.afiac.com	3/13/2021	Dana Nursick
Holly	Peppler	Strategic Benefit Partners, LLC	Norman	OK	holly@mybenefitpartner.com	4/5/2021	

Inactive Report

Member Status	First Name	Last Name	Company	E-mail	Join Date	Paid Through	Sponsor
Inactive	James	Foster	INSURICA	jim.foster@insurica.com	6/28/2018	6/30/2020	NAHU
COVID_19	Bradley	Johnson	Aetna	JohnsonB9@AETNA.com	6/22/2009	6/30/2020	Diane L. Barton-Lewis
No longer in Indus.	Charmaine	Riley	HUB INTERNATIONAL	charmaine.riley@hubinternational.com	1/24/2019	6/30/2020	Ms. Paula Armstrong
Inactive	Phyllis	Westfahl	Westfahl Insurance Agency, Inc.	westinsurance@pdi.net	3/18/2011	7/31/2020	Miriam Robinette
Inactive - no longer in indus.	Robbyn	Brooks	Employee Benefit Advisors, Inc.	robbyn@ebainsure.com	8/29/2019	8/31/2020	Catherine Van Zant
Cancelled Membership	Amber	Collier	Delta Dental of Oklahoma	acollier@DeltaDentalOK.org	6/5/2018	8/31/2020	Lan Miller
Inactive	Linda	Housley			8/29/2014	8/31/2020	Mr. Jeff W. Walraven
Inactive	Sheila	Morford	3000 Insurance Group	sheila@3000ig.com	10/12/2016	10/31/2020	Neal Heston
Inactive	Nicole	Schwarz	3000 Insurance Group	nicole@3000ig.com	1/17/2019	1/31/2021	Mr. Steve Lanier

Membership up at the end of April or May

First Name	Last Name	E-mail	Join Date	Paid Through	Chapter	Purpose	Sponsor	Sponsor Email
Thomas	Belding	tom.belding@coxinet.net	5/20/1996	5/31/2021	OKCITY	Business	Mr. Daniel T. Oliver	doliver@yours Summit.com
Tyler	LaReau	tlareau@swbell.net	4/28/2006	4/30/2021	OKCITY	Business	Sharon K Chesnut	
Margaret	Ramos	mramos@insurica.com	5/30/2013	5/31/2021	OKCITY	Business	Robbyn Brooks	robbyn@ebainsure.com
Sherry	Richey	sherry.richey@INSURICA.com	4/15/2019	4/30/2021	OKCITY	Business	Dana Nursick	dana@benchmarkfinancial.com
Jim	Scheihing	help@insureitforward.com	4/28/2000	5/31/2021	OKCITY	Business		
Mark	Schlegel	ima@coxinet.net	5/12/1994	5/31/2021	OKCITY	Business	Mr. Daniel T. Oliver	doliver@yours Summit.com
Jane	Seals	jseals@bramlettagency.com	4/13/2018	4/30/2021	OKCITY	Business	Mr. Steve Lanier	steve_lanier@uhc.com

- I. NAHU Education Foundation (Theresa)
 - a. We haven't gotten any updates since end of the year
- J. Professional Development / Education Foundation (Carrie)
 - a. Today's Membership Meeting – Mike Lancey, Work Opportunity Tax Credit
 - 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
 - vi. Adding a cocktail hour at the end of the symposium for fun and to allow everyone to have time to socialize,
 - c. Looking for a motivational speaker for June to make it fun since we don't have CE for that meeting
 - d. Have started the 21/22 plan year planning and will provide later

OKAHU 2020 - 2021 CE Schedule

Date	Presentor	Company	Presentation Title	OID Course Number	Hours CE		Type of Meeting	
07/09/20	Bo Debose	OID	Ethics	6000069119	1 Hour	Confirmed	Zoom	12:40
07/09/20	John Stagnano	Premise Health	Direct Primary Care		1 Hour	Confirmed	Zoom	10:55
07/09/20	Jan Dumont	Riggs Abney	Healthcare Reform Update		1 Hour	Confirmed	Zoom	1:55
07/09/20	Carolyn McNairy	TASC	ICHRA		1 Hour	Confirmed	Zoom	8:45
07/09/20	Brian Wortsmit	UNUM	Underwriting Concepts		1 Hour	Confirmed	Zoom	9:40
08/13/20	Cordero Rotondo	Norton Lifelock	Cyber Trends	6000070528	1 Hour	Confirmed	Zoom	
09/10/20	Jonathan Snell	Nationwide	Pet Insurance	6000073306	1 Hour	Confirmed	Zoom	11:30
10/08/20	David Aronson	Peanut Butter	Student Loan Reimbursement	6000071210	1 Hour	Confirmed	Zoom	11:30
11/12/20	James Slotnick	SunLife	Where Do We Go From Here: Employer Sponsored Health Care, Paid Family & Medical Leave and the Election	6000077423	1 Hour	Confirmed	Zoom	11:30
Member Social & Supply / Toy Drive - The Greens - Ballroom 4:00 - 6:00pm								
01/14/21	Danielle Turner	Cigna	International Travel	6000081122	1 Hour	Confirmed	Zoom	11:30
02/11/21	Joanna Parker	Oklahoma Family Health	Prioritizing Workplace Wellness	6000083511	1 Hour	Confirmed	Zoom	11:30
03/11/21	Connie Morgan & Seth Rott	Multiple	Legislative Update	6000088777 - Virtual	2 Hours	Confirmed	The Greens/Virtual	9:30?
04/08/21	Mike Lopez	MCM Tax/Credit	Work Opportunity Tax Credit	6000095700	1 Hour	Confirmed	Zoom	11:30

- K. Public Service (Theresa)
 - a. Would like to start the Kids Korral cards again during the Symposium, board agreed, Leah-Anne will get the stuff together for Theresa
- L. Vanguard (Susie)
 - a. Susie is gone, but Kelley updated on Vanguard - Meeting is next Tuesday, so no new meeting since the last board meeting

IV. OLD BUSINESS

- a. Slate of officers
 - i. Ashley's slate of officers was approved by the board through email vote, will be sent out to the members through this month's newsletter
- b. Annual Convention
 - i. June 26th through June 29th,
 - ii. Mark your calendars if you want to go, No price has been posted yet

V. NEW BUSINESS

- a. May Board Meeting – May 12th – 10:00 a.m. Zoom Meeting

- VI. ADJOURNMENT Next Board Meeting: May 12th, by Zoom @ 10:00 a.m.
Motion by: Ashley Goggans Second: Theresa Wormington
Time Adjourned: 11:09 a.m.