



**NEOHUA Board Meeting**  
**March 8<sup>th</sup>, 2022**  
**Cornerstone Insurance, Independence OH**

**In Attendance:** Jaime Lebron, Evan Harcourt, Carla Washko, Andrew Toppin, Joanie Keehn, Ingrid Martin, Debbie Boop, Shelley Chornak, Dave Cunix, Rich Muccio, Debbie Bogdan, Mary Ferretti

Meeting called to order at 8:37am.

**Approval of the Minutes**

*Shelley Chornak made a motion to approve the minutes from February 8<sup>th</sup>, 2022. Joanie Keehn seconded. All in favor, motion approved.*

**President's Report**

Rich Muccio began his report by stating we have 62 people registered for the Products Expo and that does not count the attendees from the vendors. Next Rich brought up the CAP Con reimbursement. It was decided the 6 virtual attendees will be fully reimbursed \$200 each, with the remaining \$1800 split between the remaining 2 in person attendees.

*Shelley Chornak made a motion to approve the full refund for virtual CAP Con participants and to split the remaining money between the 2 in person attendees. Seconded by Evan Harcourt. All in favor, motion passes.*

**ACTION ITEM:** Mary Ferretti will send the reimbursement form to the board members who need another copy.

**Treasurer's Report**

Evan Harcourt shared there is currently \$51,725 in the Checking account, with \$25,010 in the Savings account.

*Motion to approve the Treasurer's Report made by Joanie Keehn, seconded by Debbie Boop. All in favor, motion approved.*

**Legislative Report**

Joanie Keehn began by informing the board House Bill 37 passed this morning. This bill allows pharmacists to full a 7-day extension to a prescription, while the patient is waiting for doctor availability to obtain a refill prescription. Joanie shared the rest of the bills being watched are in a holding pattern right now. There will be a state legislative meeting on Friday in which there may be additional updates.

Joanie thought CAP Con had good speakers though feels CAP Con cannot be virtual next year because it does not work for this type of meeting. Joanie felt very engaged by the speakers. She also felt the leadership meeting was the most impactful speaker they've had in years.

Joanie and Dave Cunix met with Patrick Awtry who is running against Dave Joyce in the Republican Primary. Mr. Awtry's positions on health care related topics were dismissive and did not feel inclined to learn about the issues related to the industry until after his possible election.

During the HUPAC dinner, Aaron Marielli donated \$5000 and was recognized.

**ACTION ITEM:** Amy Ashworth will include information about Aaron being recognized at the HUPAC dinner, and any other members who donated to the HUPAC in the NEO Newsletter.

### **Membership Report**

Ingrid Martin began by stating the membership is down to 138. Ingrid contacted the non-members from the last program and only got 1 response back. The reason they did not join, was due to time constraints. Ingrid also feels people are not joining because some companies are no longer reimbursing membership fees. There will be information on membership at the Expo at a designated table.

**ACTION ITEM:** Ingrid Martin will gather information on the National monthly membership fee and what the local chapter will receive from National.

### **Media Report**

Leslie James was not at the meeting Debbie Boop gave the report by proxy. Debbie and Rich Muccio attended a town hall during CAP Con about Medicare and the panic surrounding the rumor it was ending. A representative from National Media Relations would reach out to us to create a media campaign to promote agents who specialize in Medicare.

### **HUPAC/OAHUPAC Report**

Dave Cunix shared the HUPAC donors. The list is in the packet for those would like to see who is on the list.

### **Professional Development Report**

Shelley Chornak began by sharing information about the Expo. Beam is now an exhibitor. There is currently \$29,000 in sponsorships and exhibitor money. Andrew Toppin will speak with Sidecar to see if they will sign up as well. There will be a HUPAC booth that will recognize the donors. Shelley did mention we need some help with the raffle tickets, Carla Wasko volunteered. J&M will be manning the registration table. Shelley brought up the idea of a passport book to encourage attendees to visit all the exhibit booths. Each exhibitor will have a "secret word" for the passport book. If all the spaces are filled out, the attendee will be entered into a drawing for a cash prize of \$200. Debbie Bogdan said to take the money out of the membership budget. There will be membership promotion going on. When a new member signs up at the Expo they will get 3 free meetings to be used within a year. This does not include the Expo or the Golf Outing.

**ACTION ITEM:** Amy Ashworth will add a HUPAC donor slide and a new membership promotion for the Expo PowerPoint.

### **Sponsorship Committee**

Joanie Keehn shared the sponsorship packet was sent to several common sponsors for feedback. Many mentioned the need for a cover letter stating who the group is and what they do. Joanie mentioned the inability to access the board of directors without a log on and the reason for this was to avoid phishing emails. As a board, we need to discuss what information people would like to see without putting the board at risk for phishing emails. Possibly with names and pictures of the board of directors but contact information is still password protection. Potential sponsors do not like the website being so "secretive".



### **New Business**

Ingrid Martin heard from the Bob Trevor about the NAHU company membership dues. Ingrid shared \$65 a month give the business 2-4 members and includes all dues, national, state, and local. NAHU will pay state and local dues first, which means those company members will be no different than any other individual member. Anyone licensed to sell insurance can be included in that company membership. The membership drive at the Products Expo will only count towards individual memberships. NAHU will also adjust if you have already paid dues independently and your company joins as a company member.

### **Old Business**

Shelley Chornak specified the money from the 50/50 raffle will go to the Clayton Moore Scholarship, while the Chinese Raffle profits will go to the Kentucky Tornado victims.

Meeting Adjourned at 10:01 am.