

Helping Ohioans with
Healthcare Benefit
Choices



Northeast Ohio Health Underwriters Association

July/August 2016 Newsletter

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Board of Directors



President
Joanie Keehn



Vice President
Shelley Chornak

Letter from the President, Joanie Keehn

First I would like to thank Mark Ruzic our current past president for his service over the past year as he led Northeast Ohio. During his tenure he often reminded me how important grass roots efforts are as well as getting our members and organization re-connected with our local representatives. I look forward to the mentoring partnership that we will have over this next year.

When I think about what being a president is many things come to mind. In this newsletter we will cover two. First, a great leader is one who leads a great nation by encouraging, listening, hearing and implementing. This will be one of my goals this year. I plan to lead the great Northeast Ohio Health Underwriters Association by listening, hearing and implementing to not only better our organization, but give it the encouragement to grow.

We have already heard there is a need and want for more local connection to our representatives, as well as more quality and industry relevant CE courses. We will be working hard to bring these to life this year and into 2017.

Secondly, a president builds great support systems around themselves to carry the organization through. NEOHUA support systems are organizational committees. As you know, the president generally hand selects people to fill these committees. The people selected bring great assets that allow an organization to build the best impact, value, well-rounded ideas and handle the organizations important tasks. Our organization prefers to look for volunteers that would like to spend 4, 6 or 8 hours a month plugging in to the organization that protects your livelihood, clients, friends, family, co-workers, and the industry in which you work within. This allows your knowledge, heartfelt words, emotions and your voice to travel back to Washington to let them know we are here and we plan to make a difference.



Secretary
Leslie James



Treasurer
Dave Cunix

Trustees



Joe Blasko Jr.



Ray DeAngelis



Lori Lipton

The committees in which we are asking you to plug into are:

Professional Development (CE Courses and monthly meetings)

Legislative/PAC (current and upcoming legislative for local, state and national)

Media/Public Relations (website and Press Releases)

Membership (recruiting and retention)
Awards

Golf (you get to assist in selecting the next golf outing course)
Expo

If you are interested in learning more about any of these committees please contact Joanie Keehn 440-536-1228 or Lynn Bracic (440) 899-8089.

I look forward to working with each and every one of you over this coming year as we make this organization even greater.

August 17 Program features 2 CE (applied for) Supplemental Medical vs. Hospital Indemnity: What's best for your group?

Dan McNeill of Beazley is our presenter.

Dan's presentation will cover:

- *Understanding the marketplace
- *Cost saving solutions
- *Brokers top ten reasons "gap won't work"
- *About Hospital Indemnity
- *About Supplemental Medical Gap
- *Determining what's best for your group

For more information and to register, [click this link](#)

Coffee Talks have been well received and will continue beginning in August

**Whether you are an Eastsider or a Westsider, you can take
advantage of our Coffee Talks**

Westside location is Panera in Great Northern Mall

Time is 8 a.m. - 9:30 a.m.

Mark your calendar!

Dates for westside are:

August 29th

October 31st

December 19th

Eastside location and dates TBA

Janet Trautwein, CEO

National Association of Health Underwriters

will be our guest speaker on

October 19th



Ingrid Martin, HIA, CEBS



Richard Muccio



Frank Spinelli

Not pictured
Trustees:
Stan Sieniawski
Tim Ulewicz

Past President



Mark Ruzic

Business Manager



Lynn Bracic
Professional Management
Concepts

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Education, Networking, Exhibitors and CE Opportunities . . . will be found at our **2017 Benefits Forum (an expo for the health insurance professional)**

1. Mark your calendar for Wednesday, March 22, 2017
2. Holiday Inn Independence
3. 7:30 AM Registration - 4 PM Adjourn

(If you are interested in exhibiting at the 2017 year's event, please call the NEOHUA office at 440.899-8089 for more information. Or you can email us for exhibitor menu information.) Don't hesitate to sign up. Last year all exhibit space sold out.

Three Great Reasons to become involved Join or encourage someone to join NEOHUA

1. Reason: We are an organization that keeps up to date on the discussions in Washington D.C. that will affect our business today, tomorrow and future.
2. Reason: Connect with other agents, agencies and organizations that are experiencing the same success and difficulties that you experience on a daily basis
3. Reason: As a NAHU Member, you are eligible for discounts on products and services that can enhance your business success and increase your bottom line, including E&O insurance, credit card services, and office product savings. By utilizing the NAHU-exclusive discounts offered by the following vendors, members can often more than recoup their membership investment. When contacting the vendors for more information, please don't forget to mention you are a NAHU member.

Support HUPAC / OAHUPAC

Reason: HUPAC and OAHUPAC supports candidates for federal and state office, regardless of political party, who are accessible to NAHU members and who are willing to consider NAHU's positions and view in the development of public policy pertaining to health care coverage in the public and private sectors.

You can click the following links to support either or both PACs today:

[HUPAC](#)
[OAHUPAC](#)

**2016/2017 NEOHUA Board is sworn in at
June 15th meeting**

Please mark your 2016 calendar for the following dates.

Wednesday, August 17
Brecksville Community Center
Morning Program
""

[Click here for more information](#)

Wednesday, September 21
Brecksville Community Center
Morning Program

Wednesday, October 19
Brecksville Community Center
Morning Program
Janet Trautwein
CEO NAHU

[2017 Calendar dates](#)

[NEOHUA Benefits Forum](#)
(Mark your calendar ... more information will be coming out soon)

Wednesday, March 22, 2017
Holiday Inn Independence

[Join Our Mailing List!](#)



NEOHUA's new board of directors were sworn in by President Mark Ruzic

Watch your email for the new NEOHUA 2016 membership roster. A pdf copy will be coming your way the week of July 25th.

You can download and save to your desktop or print a copy. Take a look to see how many folks you know are members and encourage those colleagues who are not listed to join.

19th Annual NEOHUA Golf Outing

Fun was the word of the day as 67 golfers tackled Tanglewood, Ohio's most challenging public course. This year's outing featured a number of skill contests, games of chance, and even a string contest that netted an ACE on a par three. The day ended with steaks and chicken breasts fresh off the grill.

Special thanks to our Sponsors:

SummaCare (Lunch Sponsor)

Aetna

Ameritas

Berson-Sokol

Cornerstone

Dental Care Plus

Dixon Golf

And I'd like to recognize my committee:

Dave Breudigam

Francie Dunlop

Joanie Keehn

Barbara Moore

Leanne Smith-Mooney

Lynn Bracic, Executive Director

Dave Cunix, 2016 Golf Chairman