

Helping Ohioans with
Healthcare Benefit
Choices



Northeast Ohio Health Underwriters Association

December 2016 Newsletter

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Board of Directors



President
Joanie Keehn



Vice President
Shelley Chornak

Letter from the President, Joanie Keehn

As 2016 comes to a close, I want to wish our members a happy holiday season and a prosperous new year.

I have outlined below what our **2016 NEOHUA Key Accomplishments** were:

1. 29 members giving to the Ohio PAC
2. 26 members giving to HUPAC
3. 11 People attended the CAP Conference and spoke to local legislators
4. Over 35 exhibitors at our Expo
5. Over 10 CE credits provided in monthly member meetings
6. Successful golf outing
7. Instituted coffee talk program
8. Donated over \$1,400 to the Cleveland Sight Center

I have also outlined what our **2017 NEOHUA Goals** are:

1. 15 People to attend the CAP Conference
2. 35 members giving to both Ohio PAC and HUPAC
3. Engage members in ways that benefit them and the organization
4. Update Bylaws and Policy & Procedures
5. Provide quality programming
6. Bless Haven of Rest in Akron with our support
7. Continue to be involved with legislators at a local level
8. Host another successful Expo and golf outing
9. Create a sponsorship program
10. Actively promote CareWorksComp: Ohio Workmen's Comp program

January 18, 2017 Program features
Speaker: Tom Campanella, Baldwin Wallace University
2 CE Applied for

Coffee Talks have been well received and will continue after the first of the year

Take advantage of our Coffee Talks
Westside location is Panera in Great Northern Mall
Time is 8 a.m. - 9:30 a.m.
Watch for topic details



Secretary
Leslie James



Treasurer
Dave Cunix

Trustees



Joe Blasko Jr.



Ray DeAngelis



Lori Lipton

"Politics is the art of the possible, the attainable -- the art of the next best" (Otto von Bismarck)

by Dave Cunix

How often we forget these words of wisdom! We get so caught up in the fight, so positive that we are right and the other side wrong, that we rule out the possibility of success. We personalize the argument and demonize the other side. Democrats are godless communists. Republicans are racists and/or fascists. And when we don't get 100% of what we wanted, we vilify not only the other side, but even the representatives on our side who have failed to deliver.

Janet Trautwein, the CEO of our organization, spoke at our October meeting. She conducted a Master Class on Politics. She helped us to understand that our legislative goals are long term. We will have successes and failures along the way, but our mission is to work hard to move forward. She explained that friends can be found in the most surprising of places. She reminded us that we may have an agenda, but so does everyone else. Good politics is the merger of many agendas into positive legislation. And, like Spielberg's Lincoln, she discussed the difference between public and private positions, public and very private negotiations. Janet unveiled a picture of the real world and our part in making it better.

Many of us will be in Washington this February for the annual Cap Conference, our opportunity to meet with members of the U.S. House and Senate. Even more of NEOHUA will be in Columbus to meet with members of the Ohio House and Senate. I had an opportunity to talk with Mary Taylor who is both our Lt. Governor and Insurance Commissioner when we were down in Columbus this past April. This is how we affect change.

Janet Trautwein came to Cleveland to tell our members that we are all important, that we can all be part of the solution, that we can all participate in politics - the art of the possible.



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
Office Address:
28022 Osborn Road
Cleveland, OH 44140
440.899-8089
neohua@oh.rr.com
www.neohua@oh.rr.com

Mark your calendar for our Annual NEOHUA Golf Outing



This year we will be taking our annual golf outing to Boulder Creek Golf Club in Streetsboro, OH. This beautiful 200 acre golf course has 100 feet of elevation changes and some of the most beautiful scenery you will see. The course is made for all levels of golfers. Please click on the hyper-link in this sentence for a [bird's eye view](#) of this amazing course.

Boulder Creek has won various awards such as Golf Digest's Best Places to Play 2014/2015 and Akron Canton's Hot List for "Best Golf Course" for 2014/2015/2016.

The date of the event is scheduled for Friday, May 19, 2017. Take a moment to mark your calendar to join us for this amazingly fun event. We will tee off at 8:30 a.m.

We look forward to seeing you there!!

Legislative Report

Mark Ruzic

Dear Members,

I am attaching two pieces of legislation for your interest. The first piece is on H.R. 34, the 21st Century Cures Act which has been passed the U.S. House of Representatives and the U.S. Senate. This bi-partisan effort includes changes to Medicare open enrollment rules. It also includes changes to allow HRA accounts to be used by small businesses to provide health insurance and to assist with out of pocket expenses.

The second piece of legislation is an overview of what Congressman Tom Price will be trying to move forward post Obamacare. I think it will give you a good basic knowledge of where he will try to take us with his new position in the Trump administration.

[Click here for article on Cures Act](#)

[Click here for Tom Price legislation overview](#)

NAHU Certification Course

Mark Your Calendars

Please mark your 2017 calendar for the following dates:

Wednesday, Jan. 18

Brecksville
Community Center
Morning Program
features
Tom Campanella
Baldwin Wallace
College
Topic: TBA

Wednesday, Feb. 22*

Morning Program
Brecksville
Community Center
*4th Wednesday

Wednesday, Mar. 22*

NEOHUA Expo &
Benefits Forum
Holiday Inn
Independence
Full-Day Event

Wednesday, April 19

Morning Program
Brecksville
Community Center

Wednesday, May 17

Morning Program
Brecksville
Community Center

Wednesday, June 21

Morning
Program/Annual
Meeting
Board Swearing-In
Brecksville
Community Center

[Join Our Mailing List!](#)

In an effort to Provide our members quality programing, OAHU is considering offering the NAHU Certification Course, Self-Funding. Self-funding is one of the most effective ways employers can control the rising costs of healthcare coverage.

[Cost for this course is \\$225 per person .](#) Would you or would you not be interested?

Please take a moment to click the link below to let us know.

[Click Here for Survey!](#)

NAHU Membership Council update

December 2016

This is a very short and important member update

We really wanted to stress one important update in this month. Our staff and Board are working very hard to be a part of or have input in the transition team of our new President Elect Trump. Additionally NAHU just released the following press release below regarding the nomination of Dr. Price and Seema Verma.

Please also relay to your chapters to pay close attention to the Washington updates every Friday for up to the minute news.

Do you have suggestions regarding our work with the Trump transition team and members of Congress on the future plans to reform the ACA that you would like to share with NAHU? We have created a special email address for questions and comments from members to send your thoughts on these topics. Please send your ideas to ACAreform@nahu.org

NAHU Applauds New Leaders at HHS and CMS

(Washington, D.C.) - Janet Trautwein, CEO of the National Association of Health Underwriters (NAHU), issued the following statement today on President-Elect Donald Trump's recent appointments of Dr. Tom Price as secretary of Health and Human Services (HHS), and Seema Verma as administrator for the Centers of Medicare & Medicaid Services (CMS):

"Dr. Price will be an outstanding leader for HHS and we look forward to working with him as the agency works to stabilize a healthcare-funding system that is in crisis. Dr. Price has always actively listened to our ideas to reform the healthcare system and sought our opinion on proposed changes. Based on the tremendous leadership he provided as chairman of the House Budget Committee and member of the House Ways and Means Committee, we are confident that Dr. Price will demonstrate that same ability in his new job as HHS secretary.

"Seema Verma's comprehensive understanding of the American healthcare system and commitment to implementing real consumer-driven healthcare make her an ideal choice to lead CMS at this important time. Ms. Verma was one of the architects of the highly successful Healthy Indiana Plan as well as other state Medicaid reform programs. We look forward to working with Ms. Verma on improving Medicare and Medicaid services through practical healthcare reform."

DATES TO REMEMBER:

Capital Conference Leadership : February 12, 2017 (starts at 12:00)

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.

2017 Exhibitors who participating include:
Lifetime Benefit Solutions, Inc.
The Dental Care Plus Group



Political action takes on many forms, directions and involvements. One specific action is becoming a member of HUPAC or, as we like to say, "You-PAC." HUPAC is a powerful player for YOU in federal politics. NAHU members have supported HUPAC and our legislative priorities, which is the lifeblood of our association. HUPAC can only raise funds from NAHU members so it's crucial that every NAHU member takes the next step in their membership and contributes to HUPAC. Have you heard enough? [Click here to contribute now.](#)

Presidential politics dominate the airwaves and talk shows across the country. However, Congress will be the body that has the most effect on healthcare and any redesign. So while the most attention is given to the presidential race, whether Trump or Clinton wins, Congress will impact your professional life the most. HUPAC is focused on the legislative branch and the congressional races up for election.

Time is running out. As we push into the last few weeks of the election cycle, HUPAC needs YOU! It doesn't take a lot to become a HUPAC contributor, as little as \$3 a week -- less than the price of a Starbucks latte. If you're convinced, [click here to become a supporter for \\$12 a month.](#)

As you know, both sides of the political aisle have bills ready to go that will impact you. We need to make sure we have friends on both sides of the aisle who will protect us all. HUPAC is one very important political action committee that supports candidates who support our legislative agenda, and we have a track record of winners being elected to Congress.

YOU are at the frontline of providing consumers the right health insurance choice. YOU understand the depth of health insurance issues. YOU make a difference every day for your clients. Its time YOU join the others to make

a difference in the halls of Congress. We all need YOU. HUPAC needs YOU!

So will you join me today in becoming a HUPAC monthly contributor?

[Yes, I'm in for \\$12 a month!](#)

[Yes, I'm in for \\$30 a month!](#)

[Yes, I'm in for \\$85 a month!](#)

[Yes, I want to contribute a one time contribution](#)

YOUR CONTRIBUTION MAKES A REAL DIFFERENCE.

Thank you for all you do to help HUPAC!

Sincerely,

Eric Kohlsdorf

National HUPAC Chair

NEOHUA OAHUPAC Contributors:

as of November 30, 2016

Capitol Club Contributors

Shelley Chornak

Michael Coppola

David L. Cunix

Darlene Kaczmarek

Larry Kaczmarek

Randy Klein

Dave Petno

William E. Phillips

Mark Ruzic

Frank Spinelli

Katherine Statz

Ken Statz

PAC Contributors

Dave Auble

John Bergan

Joseph T. Blasko Jr.

Linda Erlenbach

Michael Farrell

Sue Forester

Linda Glynias

Robert W. Hubbard Jr.

Joanie Keehn

Ingrid Martin

Doris Marzolo

Sherry Marzolo

Richard Muccio

David Randolph

Charles Rowley

Jack VanDusey

Mark Woessner

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](#)



OAHU Members,

Are you interested in sending a reminder to your customers about the 2017 OAHU/CareWorksComp Workers' Compensation Group Rating program? More than 4,587 businesses participate in the OAHU group rating program, collectively they receive \$16+ Million in workers' compensation premium savings, average annual savings for OAHU participants is \$3,686. While helping your customers save money you can earn 31.25% the first year and renewal commissions (paid on the service fee charged to the client) when your group clients enroll in CareWorksComp Worker's Compensation Group Plan.

The group rating deadlines are fast approaching and we want to make sure that your customers who would like a free quote, can receive one in time to enroll in the 2016 program. CareWorksComp must receive an AC3 (Temporary Authorization) by November 8th to allow enough time to receive data from the BWC to determine group rating eligibility for your customers for the 2017 rate year. If you need an electronic copy of your customized AC3, please contact our program manager, Beverly Westover, at CareWorksComp. I have included her contact information below. I would also like to remind you that the group rating enrollment deadlines are November 16 (traditional group rating) and January 25 (group retrospective rating). Many of your customers can receive a savings of \$1,000 or greater by participating in the OAHU/CareWorksComp group rating program.

Click here for a word document that you can customize to send to your customers:

http://www.ohioahu.org/membercenter/cci/OAHU_Agent_Sample_Letter.docx

Click here for a co-branded marketing piece you can use :

http://ohioahu.org/MemberCenter/CCI/OAHU_Flyer_Oct2015.pdf

Beverly Westover; Program Manager, CareWorksComp
PH: 800.837.3200 Ext. 57169 Direct: 614.526.7169 Cell: 614.561.3665
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Thank you,

OAHU Administration