

Helping Ohioans with
Healthcare Benefit
Choices



NEWS

May 2020

Board of Directors



President
Leslie James



Vice President
Deborah Bogdan



Treasurer
Richard Muccio

Letter from the President, Leslie James

It is hard to believe we are already halfway through the month of May. While we are still in a holding pattern for live general membership meetings, please know that your Board of Directors is hard at work discussing ideas of how we will move forward with meetings and events for the remainder of this year. We are considering all options available to us.

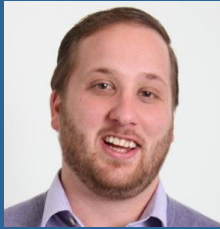
While our Benefits Forum is still scheduled for June 24th at MGM in Northfield, we are still awaiting decisions from Governor DeWine as to if the facility will reopen and at what capacity. If for some reason we are unable to have a physical event, do not worry! We are working on options available to offer our members the CEs in another format, especially Ethics. We appreciate your patience and understanding. As soon as we have an answer, we will communicate it with our members and those signed up to participate.

June is also the time of NAHU's Annual Convention. While the convention will not be taking place in Chicago, it is being offered virtually. Our NAHU President, Pat Griffey would like me to personally invite all of you to participate in this year's event. This cost is only \$99 for members and \$199 for non-members. This is a terrific opportunity for you to participate in an event that you may not have otherwise been able to attend. An agenda is available at www.nahu.org for you to review.

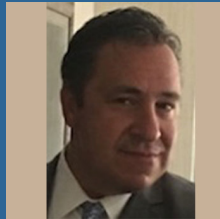
Have you voted? We are currently holding an election for officers via email and online link. Your 2020-2021 Board of Directors up for election are in this newsletter. Please take a moment to vote for and support your fellow members who are looking forward to working on your behalf to continue making our organization beneficial for its members. Our Board of Directors work on offering CE classes, networking events and opportunities for members to grow their business and to introduce them to products that will benefit their clients.

Be safe and take care of yourself! You are essential to so many people!

Nominations Ballot 2020



Secretary
Andrew Toppin

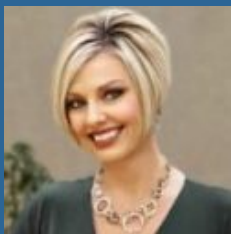


Immediate Past President
Frank Spinelli

Trustees



Shelley Chornak



Cindy Clements



Dave Cunix

Please be sure to vote for the 2020-2021 Officers and Trustees. All ballots must be received by June 15, 2020 at 5:00 pm. Ballots received after that time will not be tabulated.

Officers:

President: Debbie Bogdan, Magis Advisory Group
Vice President: Rich Muccio, RMM Financial
Treasurer: Andrew Toppin, FormFire
Secretary: Ann Stark, DS Benefits Group
Immediate Past President: Leslie C. James, Insurance Strategy, Inc.

Trustees (running for new two-year terms):

Dave Cunix, Cunix Insurance Services
Cindy Clements, Vantage Benefit Advisors
Evan Harcourt, Prime Pay
Joanie Keehn, Health Markets

Trustees (Finishing second year of their two-year terms. No need to vote on these trustees):

Shelley Chornak, Sage Partners
Jaime Lebron, Cornerstone Senior Marketing

[View Candidate Bios](#)

[Submit your Vote](#)

NAHU 90th Annual Convention - Virtually!

NAHU will host its 90th Annual Convention — virtually. We invite you to join us, June 28-30, 2020. We're committed to delivering the same top-notch Annual Convention experience that NAHU members and non-members alike have come to expect within a virtual environment.

We know that for many of you these are challenging times. So we've significantly lowered the cost of attending with a special COVID-19 discount — just \$99 for NAHU members.

Attendees will enjoy unprecedented access to professional development opportunities that will enable them to grow their businesses, connect with peers and learn from top industry experts through our [Knowledge Channels](#). The rest of the preliminary agenda can be found [here](#).

[REGISTER NOW](#)



2020 NEOHUA Products Expo

June 24
MGM Grand Northfield Park

Agenda:

7:30 AM - Registration, Continental Breakfast and Visit Exhibitors
8:30 AM to 8:45 AM - Welcome and Announcements
8:45 AM to 9:45 AM - 1 Hour CE Program to be announced



Jaime Lebron



Ann Stark



Administration Office



J&M Business Solutions, LLC
Sheri Maskow
3053 Nationwide Parkway
Brunswick, Ohio 44212
330.273.5756

9:45 AM to 10:00 AM - Break

10:00 AM to 11:30 AM - *Ethical Dilemmas and the Life / Health Insurance Industry*

(3 Hours of Ethics CE)

Presented by Richard M Muccio, RMM Financial Services, Inc.

A study of ethics and the law as it relates to the life/health insurance industry along with an exploration of the ethical dilemmas confronting the life/health insurance industry with examples of agents, clients, and companies that have made the wrong decision.

11:30 AM to 1:00 PM - Lunch, Visit Exhibitors

1:00 PM to 2:30 PM - Second Half of *Ethical Dilemmas and the Life / Health Insurance Industry*

2:30 PM to 2:45 PM - Break, Last Chance for Raffle Tickets

2:45 PM to 3:45 PM - *COBRA: 5 Most common Issues* (1 Hour CE)

Presented by Steve Jackson, PrimePay

We will discuss how to count employees correctly to determine if your client must comply with COBRA. We will review five plans that are subject to COBRA which you may not have considered, different COBRA triggers that can be tricky, the most often missed COBRA notice, and the number one DOL request that is most commonly missed.

3:45 PM to 4:00 PM - Raffle Drawings, Adjourn

All attendees must be age 21 or older

Free Valet Service

Cost to Attend: \$80 Members (NEOHUA and OAHU) / \$125 Non-Members

[Register to Attend](#)

Sponsorships/Exhibitor Tables:

- Opportunity to meet local agents and brokers.
- Opportunity to identify agent/broker partners.
- Opportunity to expand your market presence and grow your business!
- Opportunity to see old friends and make new ones!

[View Sponsor Information](#)

Current Sponsors:



Aetna
Ameritas
Anthem
Beam Dental
Berson-Sokol Agency
The Dental Care Plus Group

The HSA Authority
Humana Specialty Benefits
J.L. Thomas
Legal Shield/ID Shield
May Insurance
Medical Mutual

PrimePay
Quick insured Brokerage
Reliance Standard Life Insurance
Skyway Health Solutions
True RX

If you are interested in donating an item for our Chinese Raffle, please email neohiohua@gmail.com. All proceeds from the Raffle will go to Habitat for Humanity.

MedPut Webinars

Join Robert Lackey along with Paulette Wiener, MedPut's Head of Customer Success, at one of our weekly webinars to learn how easy it is to increase your income by marketing MedPut. Paulette will provide an overview of how MedPut works.

[MedPut](#) is the employee benefit that provides 0% financing of out of pocket health expenses for employees and their families.

MedPut helps by paying providers directly for health expenses, while attempting to negotiate savings on the employees' behalf. Once payment is made, employees repay MedPut, over time, through payroll deduction, interest-free with no credit check required.

Weekly webinars are every Tuesday at 3 pm and Thursday at 11 am. [Reserve your spot now!](#)

Annual Golf Outing

Join us on Friday, August 14 at Shale Creek Golf Club, 5420 Wolff Rd in Medina, Ohio.

9 AM Tee Time

First 10 golfers registered will be entered into a drawing for a \$50 gift card!

Enjoy numerous contests such as closest to the pin, longest drive, and putting!
Yes, mulligans will be available!

Cost to Attend:

Individual Golfer: \$125/ Foursome: \$450/ Networking and Dinner ONLY \$30

Event Includes the Following:

18 Holes of Golf
Morning Beverages
Lunch
Steak, Chicken or Vegetarian Dinner

[Register to Attend](#)

Sponsorships Available!

- Hole in One Sponsor \$1,500
- Promo Item Sponsor \$1,000
- Eagle Sponsor (2 available) \$900
- Birdie Breakfast \$600

- Birdie Lunch \$700
- Birdie Dinner \$800
- Sweet Spot Sign Sponsor \$350
- Par “KEG” Sponsor \$250
- Putting Green Sponsor \$150
- Driving Range Sponsor \$150
- Tee Sponsor \$100
- Swag Bag Items are appreciated (*golf balls, towels, tees, divot repair, hand sanitizers, ball markers, etc.*)
- Chinese Auction items are welcome (min \$25 value) or send pre-made baskets by July 31st to the NEOHUA Office

View Sponsorship Options

Thank You!

The NEOHUA board would like to take a moment to thank Jon Hyman and Jeffrey Zimon for presenting our recent [webinars](#). If you have any questions, please feel free to reach out to them.

Jon Hyman, Partner, Labor & Employment Group Lead, Coronavirus Response Team
Meyers, Roman, Friedberg & Lewis
216-831-0042 / www.ohioemployerlawblog.com / www.coronaviruslaw.blog

Jeffrey D. Zimon, Esq., Zimon LLC
216-678-9300 / jzimon@zimonlaw.com

New Members

Thank you to the following members who have joined in 2020!

Roni Bell
Mary Calvey
Stephanie Cover, MBA
Evan Harcourt
Mark King
Alex McGee
Daniel Santiago
Daniel Stypula, CEBS

Thinking of Joining? [Click here](#) to see what you can expect once you join.

Northeast Ohio Health Underwriters Association
www.neohua.com
330.273.5756

