



*** The NABIP OHIO office will be closed March 29, 2024 ***

Don't Forget to Follow us on Social Media, Tag Us, Share our Pages and Comment on our posts!*



March 2024

Letter from the President, Bill Barrett



Greetings NABIP Members and Prospective Members. We just wrapped up another great NABIP Capitol Conference in Washington, D.C. on February 28th. We had 21 Ohio NABIP Members join over 500 Members from around the United States in attending the meetings on Capitol Hill. Our Ohio Members were able to meet with the offices of both of our Ohio Senators and 13 Ohio Members of the U. S. House of Representatives. What did we do at those meetings? We advocated for our clients and Members on the issues that are important to insurance consumers and benefits professionals.

Our Association's broad goals are Preserving and Strengthening Employer-Sponsored Health Coverage, Addressing the Cost of Care and Supporting Medicare. Specific to the Employer-Sponsored Health Coverage we support pending legislation that will provide employers relief in complying with the Affordable Care Act reporting requirements. We also support ERISA, celebrating it's 50th anniversary this year. NABIP took out a large ad in the Washington, D.C. newspaper on Monday, February 26th to celebrate the anniversary of ERISA and to shine a light on the work that all of you do to support the Employer Sponsored Healthcare Market.

In Addressing the Cost of Care, we specifically support legislation that provides for site-neutral payments that would ban the practice of variable pricing of identical services based on whether the care is provided at a free-standing clinic or an outpatient hospital setting.

In addition to the Legislative Meetings, we heard from presenters like the Jonathan Blum, Principal Deputy Administrator & Chief Operating Officer, CMS. Mr. Blum is the Number two person on the CMS organization chart right under Chiquita Brooks LaSure, Administrator. We also heard from Keynote Speaker - Amy Walter, Publisher and Editor-in-Chief, Cook

Political Report; Liz Fowler, Deputy Administrator and Director of the CMS Innovation Center; Senator Tina Smith, (D-MN) who spoke to us about Mental Health Initiatives being considered by Congress and Chris Dancy, author of Don't Unplug: How Technology Saved My Life and Can Save Yours Too. Chris is touted as the Most Connected Man on Earth and his insights into technology as a tool to improve your life and work are important for everyone as we navigate the best way to use and integrate artificial intelligence into our work.

For daily membership dues that equate to approximately half of the cost of a Grande (16 ounce) coffee at Starbucks, our members have access to senior administrative officials running the largest healthcare programs in the world. With those dues our members have the opportunity to meet with Legislators who craft our healthcare laws, determine how and how much we pay for healthcare and network with peers from across the US to grow personally and professionally. Add to that NABIP's compliance resources, professional development resources, membership discounts and it is hard to come up with a better deal than NABIP Membership.

Until April 30th the Ohio NABIP Chapter is conducting a Membership Drive to reward those who refer insurance professionals who join NABIP. You can earn chances for both you and your NABIP Chapter to earn money for your recruiting efforts. I hope that you reach out to invite those in our business who will bring value to our organization to join us.

Thank you for your membership and continued success!

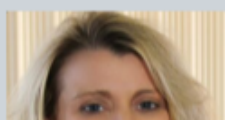
Bill



**Vice President
Dee McFarland**



**President Elect
Jennifer Kauffman**



MEMBERSHIP DRIVE 2024

National Association of Benefits and Insurance Professionals
Ohio Chapter



NABIP
Shaping the future of healthcare

MEMBERSHIP DRIVE

Now until April 30th, 2024, every new member you recruit will get you an entry for a chance to win \$100!

The Chapter that recruits the most new members will win \$500!
(New members must list you as a sponsor)

HOW TO QUALIFY:

- 1.) Have your referral VISIT: <https://nabip.org/membership/join-now>
- 2.) COMPLETE the new member application.
Be sure they include your name on the referral/sponsor line.

EMAIL: sheri@nabipohio.org with information on your referral.
Questions? Call the NABIP Ohio office at 330-273-5756

JOIN TODAY!

JOIN TODAY!

PRINTABLE PDF



Immediate Past President
Kelly Belote



Secretary/Treasurer
Sherri Rutter

BEST BENEFITS CLUB

As an NABIP OHIO member you are also a member of Best Benefits Club, a perks program which allows you to receive excellent discounts on a wide variety of quality products and services in Ohio and across the United States.

Go to www.bestbenefitsclub.com and click on LOGIN. Your first time visiting you will need to create a user account. The activation code you will need to enter for that is NABIPOH0613.

CONTINUING EDUCATION

Effective August 1, 2017, NABIP received approval to offer to our members 4 hours of continuing education - just for attending association sponsored events!

So even if an event at your local does not offer continuing education credits, this event will qualify for one event under the new membership CE!

[Learn More](#)

OFFER EXPIRES APRIL 30, 2024.

UPCOMING CHAPTER EVENTS!

NABIP Western Reserve Ohio Chapter

Thursday, April 11, 2024

Presenter/Special Guests: Al Cutrona, Nick Santucci,
Monica Robb Blasdel (Ohio State Representatives)

Topic: State of the State & Legislative Updates

CE: *

Location Tippecanoe Country Club 5870 Tippecanoe Rd. Canfield, OH
44406

Meeting Schedule:

11:30 | Registration & Lunch Orders

11:45 | Call to Order Association Updates & Business

12:00-1:00 | CE Presentation (1)

~All NABIP Ohio members can apply for 4 FREE continuing education credits in a 24-month period for attending at least 4 meetings. ~

NABIP Northwest Ohio Chapter

Thursday, May 14, 2024

Where:

Carranor Hunt and Polo Club
502 East 2nd Street
Perrysburg, OH 43551

Cost to attend:

\$65 member | \$100 non-member

[Register Today!](#)

SPONSORSHIPS ARE NOW AVAILABLE!

[Sponsor Today!](#)

WEBINAR

Live Virtual Self-Funded Certification Course

HEALTHBENEFITSOHIO.ORG

Thank you to all of our members that have submitted your information for the Find An Agent link on the healthbenefitsohio.com website. *If you have not yet submitted your information, please [click here](#) to do so.* Your username is your Last Name and your password is your Member ID.

ALL NABIP AGENTS WHO WISH TO BE LISTED UNDER THE FIND AN AGENT SECTION MUST COMPLETE THIS FORM. *(Even if you have completed this form in past years)*

It is very important that you are listed on the healthbenefitsohio.com website and that your information is current. When we walk individuals through the site in "finding an agent" currently they are limited in who they have in their areas. Once you fill in your information it is submitted to our office and will be uploaded within 48 business hours.



Virtual Event- Certification Course

Tuesday, May 14, 2024 | Start time: 1:00 p.m. ET; End time: 4:00 p.m. ET

Where: Virtual Zoom Meeting – Access to the live training will be provided a few days prior to the event.

The cost of the Live Virtual Level-Funded Health Plans Course is \$210.10 for NABIP members and \$275 for non-members.

Description:

Historically, employers have turned to the self-funding of their health plans when traditional insurance programs failed to meet their cost expectations. The many thousands of employers in the U.S. who have implemented self-insured medical programs later discovered the other advantages such as coverage flexibility and client-specific benefit plan administration. Self-funding is one of the most effective ways employers can control the rising costs of healthcare coverage. In understanding self-funding as a concept and how it differs from fully insured products, this course will help provide in detail how it all works and proven methods for communicating this option to employers and employees in a compelling way.

[REGISTER HERE](#)

Continuing Education Credits: The Live Virtual Self-Funded Certification course has been filed for continuing education credits in all 50 states. Please check your state's [CE approval status](#) and [rules](#) prior to purchasing the course.

SHRM Credits: NABIP is recognized by SHRM to offer Professional Development Credits (PDCs) for SHRM-CP® or SHRM-SCP®. This program is valid for 3 PDCs for the SHRM-CP® or SHRM-SCP®.

LEADING PRODUCERS ROUND TABLE (LPRT)

The [Leading Producers Round Table \(LPRT\)](#) formed in 1942 to recognize the successful underwriters of accident and health insurance.

Today, the LPRT committee is committed to making LPRT the premier program for top health, disability, long-term care and worksite marketing insurance producers, carrier reps, carrier management, and general agency/agency managers.

Are you already a qualifier? Don't forget about the [discounts](#) that you are entitled to.

***Application Process for 2024 Opens January 1, 2024**

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- If you are submitting applications for multiple individuals and they are all complete, contact **Brooke Willson** for the appropriate payment form.
- Please feel free to contact us if you have LPRT questions or issues with the online process at LPRT@nabip.org.

To learn more about the LPRT or to submit an application on or after January 1, 2024, please [CLICK HERE](#).

SEDGWICK



sedgwick

The National Association of Benefits & Insurance Professionals Ohio Chapter (NABIP Ohio) has partnered with Sedgwick (formerly CareWorks) to offer you a valuable member benefit: the NABIP Ohio Workers' Compensation Group Rating Program. If you would like to grow your bottom line by taking full advantage of your NABIP Ohio membership investment, we highly encourage your involvement with this program.

[Click here](#) for more information

Sedgwick Contact:

Dominic Potina

Phone: 614-579-4723

Email: dominic.potina@sedgwick.com

Website: www.sedgwick.com/ohiotpa

NABIP OHIO PAC

A key ingredient in representing NABIP OHIO members is to have a successful Political Action Committee (PAC) that is an active participant in the election of State Senators and Representatives who support the role of health insurance agents and the families and businesses they serve.

Contributing to our NABIP OHIO PAC helps to support the work we all do for our clients and our community. You can contribute any amount and we encourage you to become a Capitol Club member by contributing at least \$25 automatically each month or an annual donation of \$300.

By becoming a Capital Club member, you become one of our elite donors and will receive recognition annually during our events.

Thank you supporting your NABIP OHIO PAC. [DONATE TODAY](#)

NABIP OHIO CHAPTER

330.273.5756

www.nabipohio.org