



UPDATE

August 2020

A NOTE FROM YOUR OAHU PRESIDENT



I never could have imagined I would be leading in such an unprecedented era in our lifetime. We are now all charged to lead during a global pandemic and global protests. In a time when millions of Americans are unemployed; thousands are dying from a virus we can't see or effectively treat; unprecedented civil protest in our world; the now public exposing of the disenfranchisement and inhumanity of black and brown Americans; and the heightened anxiety caused by working at home, schooling at home and recreating a home, strong leadership is demanded from all of us.

With all this change in the world, the need for the work we all do is now front and center. Our communities need to know we are the professionals who serve the business owner who has to modify the employee benefits plan. We're the Medicare specialist who can assist that senior turning 65 and we're the broker who steps in to help that family who just lost their health insurance. We can no longer be Ohio's best kept secret.

Building our brand and telling our story to the communities we serve will grow our Association and grow our professional success. We'll be blogging and working with local media outlets and social media to promote our members and the work we do. We need you to like, share and repost to spread the OAHU message.

QUICK LINKS

- [OAHU Membership Application](#)
- [OAHU Strategic Plan](#)
- [OAHU Bylaws](#)
- [OAHU Policies and Procedures](#)
- [NAHU Certifications / Designations](#)



AROUND THE STATE

COLUMBUS

www.columbusahu.org

GREATER CINCINNATI

www.gcahu.com

Thur, Aug 27, 2020 - [Ethical Habits in Health Insurance 2020](#)

NORTHEAST

www.neohua.com

Throughout my career, I always believed that the best in the industry were always members of our industry Associations. I still believe this. When we as members support OAHU, OAHU reciprocates. You may be missing out on some of those areas where OAHU can support you. LPRT is one of them. I know that more of you are eligible for this designation than those who currently have it. Did you know OAHU reimburses you the application fee annually? Take advantage of this in January as another way to exhibit that you are one of the best in the industry.

Our 2020 Leadership Summit, ***Leaning In to Win***, is another opportunity where OAHU is supporting you and where you can reciprocate. Our phenomenal guest speaker, Steve Heroux of Victory Selling, will share important insights and strategies on how we keep winning in today's sales environment. In this 3 ½ hour Summit, we want to strengthen our OAHU committee leaders to develop confidence in their work and provide tools to create success. We invite you to support our OAHU PAC. By becoming a Capitol Club member with a minimum of a \$25 monthly automatic contribution, you become one of our premiere givers and help us forge public policy. That's what the best leaders do.

This is the time we all have been chosen to provide leadership, not only in our households, but also as employers and colleagues and as professionals serving our clients. We are essential. We must accelerate our learning, pivot, adapt, practice consistent self-care and strengthen our faith. I'm excited that we get to design the future of OAHU and that I get to work with all of you, the best in the industry.

Sandra Moody Gresham, LUTCF, CLTC, CPIA

Ohio Association of Health Underwriters Announces New Board Members

President – **Sandra Moody Gresham LUTCF ,CLTC ,CPIA**, Dehan Enterprises Insurance & Financial Service, Columbus, Ohio

President Elect - **Frank Spinelli**, Oswald Companies, Strongsville, Ohio

Vice President - **Kelly Belote PHR, HIA, MHP, REBC** , The Ashley Group, Maumee, Ohio

Immediate Past President - **Ingrid Martin HIA ,GBA ,CEBS**, Ameritas, Brunswick, Ohio

Secretary/Treasurer – **William J. Barrett CLU, ChFC**, Aetna, New Albany, Ohio

Chapter Presidents:

Columbus Chapter: **Mike Staebler**, The Staebler Group, Westerville, Ohio

Greater Cincinnati Chapter: **Jennifer Kauffman**, Phoenix Insurance Consultants, Middletown, Ohio

Fri Aug 14, 2020 - [NEOHUA Annual Golf Outing](#)

NORTHWEST

www.nwoahu.org

2020 event schedule coming soon!

WESTERN RESERVE

www.wrahu.org

2020 event schedule coming soon!

LPRT

The NAHU Leading Producers Round Table (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. LPRT offers membership benefits and exclusive LPRT events. [Read More](#)

TRIPLE CROWN PROGRAM

NAHU created the President's Triple Crown Program to recognize those members whose individual contributions to NAHU help advance the association's mission. It recognizes accomplishments in three key areas and can be won every year by hundreds of members. [Read More](#)

BEST BENEFITS CLUB

As an OAHU 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 OAHU0613.

Northeast Chapter: **Deborah Bogdan**, Magis Advisory Group, Strongsville, Ohio

Northwest Chapter: **Sherri Rutter REBC**, USI Insurance Services, Toledo, Ohio

Western Reserve Chapter: **Dee McFarland**, Reliable Consulting Group, LLC, Salem, Ohio

MEMBERSHIP CE

Effective August 1, 2017, OAHU 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](#)

LEARNING IN TO WIN

OAHU's 2020 Virtual Leadership Summit

Thursday, August 20, 2020
11:00 am to 2:30 pm

Learn tools to increase your professional wins and our organization's success!

WELCOME MESSAGE	KEYNOTE	OAHUPAC	
 Sandra Moody Gresham OAHU President	 Mike Deagle NAHU Region 3 VP	 Steve Heroux, CEO, Victory Selling Author, Sales is Not a Dirty Word	 John Dodd OAHUPAC Chair

Mini Training Sessions for Board and Committee Leaders

MedPut With a minimum contribution of \$20, OAHU will provide an UBER Eats lunch as our way of saying thank you. Corporate donations are not accepted.

Helping Ohioans with Healthcare Benefit **Choices** OAHU

Register today at www.ohioahu.org
Free for OAHU Members
\$20 for Non Members



MedPut

Announces The O.A.H.U. vs. M.A.H.U. Competition!

The Rules Are Simple:

The Association that earns the most points by ~~6/30/2020~~ **Labor Day!**

wins a sponsored happy hour from MedPut.

Hurry! Top-performing individuals win prizes:



Apple iPad



\$100 Amazon gift card



\$50 Amazon gift card

Don't Wait- MedPut will waive the first 3 months of PEPM fees for any client that signs up for 6/1 or 7/1 effective date!

[Click here for a printable flyer](#)

Register For The Webinar

REGISTER NOW

CareWorks

a sedgwick company

The Ohio Association of Health Underwriters (OAHU) has partnered with CareWorks Comp to offer you a valuable member benefit: the OAHU Workers' Compensation Group Rating Program. If you would like to grow your bottom line by taking full advantage of your OAHU membership investment, we highly encourage your involvement with this program.

Reasons To Participate

1. Competitive commission paid to producers the first year and each renewing year thereafter is 31.25% of the annual administrative fee.
2. Top Agents receive over \$1,000 in commission.
3. Most Ohio businesses MUST have Workers' Compensation coverage. Help them save money while earning a competitive commission.
4. Is your client already in a group rating program, no problem! Let CareWorks Comp give them a competitive bid. If your client doesn't qualify, CareWorks Comp can work with and help them qualify as soon as possible. Commission is available on these referrals as well.
5. CareWorks Comp will provide personalized AC3 forms with your agency's name listed.
6. Easy program to market - CareWorks Comp will provide you with marketing brochures and AC-3s. An AC-3 can be faxed, emailed, mailed or delivered in person.
7. CareWorks Comp will provide a custom link that you can send to your clients which will make it easier on you and them to receive a workers' compensation quote.
8. Most businesses, regardless of size, can benefit from group rating.

9. The OAHU workers' compensation program enables you the opportunity to offer your clients and prospects the highest possible workers' compensation premium savings in Ohio.

Get Started

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 OAHU 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.

NAHU CERTIFICATION

NAHU has created a customized PPACA Certification Course for chapters. Consultative classroom instruction combined with online study offers unique opportunities, online library study resources, final exam retakes and continuing education credits. NAHU provides top-notch instructors who are leading experts in the industry. Click here to see just a few serving NAHU. For further information, visit the classroom PPACA Certification Course page.

The PPACA Certification Course is also available online. Instruction will be delivered through NAHU's Online Learning Institute (OLI). For further information, visit the online PPACA Certification Course page. [Read More](#)

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