

National Association of Benefits and Insurance Professionals

Ohio Chapter



September 2023

### Letter from the President, Bill Barrett



#### Meet The Team

Greetings NABIP Ohio Members and Prospective Members. As you read this letter our local Ohio Chapters are almost through their second month of a new Chapter year and new Chapter Leadership Team. I would like to introduce your Ohio local Chapter Leaders. You can find this information on your own too through our NABIP Ohio Chapter Websites.

For current NABIP Ohio members, you can access the State of Ohio and Local Chapter websites by using your last name as your username on the sign in page of the local Chapter website and your NABIP member number as your password. You can find your NABIP member number by logging on to the national website, <https://NABIP.org>, clicking on the three bars in the top left-hand corner and clicking on "My Account" under "Membership". Your NABIP Member number is under "My Details" on the "My Account" page.

I am pleased to present your local Chapter Leaders starting with Cincinnati:

**[PLEASE CLICK HERE TO VIEW THIS PORTION OF THE PRESIDENT'S LETTER](#)**

If you know the individuals above who have volunteered their time to serve our Association and Members, please take a minute to thank them for their service. More important, if you have the opportunity to do business with the folks above who

are working to protect your business and the insurance protections your clients enjoy, I hope you will choose to give your business to NABIP Ohio Chapter Leaders and Members.

Thank you for your service and dedication to the insurance consumers in Ohio.

Bill Barrett

NABIP OHIO President



**Vice President  
Dee McFarland**



**President Elect  
Jennifer Kauffman**



**Immediate Past  
President  
Kelly Belote**

## WEBINAR

### Live Virtual Self-Funded Certification Course

September 27, 2023 | Start time: 11 a.m. ET; End time: 2 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 Self-Funded Certification 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 of communicating this option to employers and employees in a compelling way.

To learn more please [click here](#).

**[REGISTER HERE](#)**

**Registration closes on Friday, September 22, at 3 p.m. ET**

## 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 Forms:** [Online LPRT Application](#)



**Secretary/Treasurer  
Sherri Rutter**



**New Sedgwick Contact  
Dominic Potina**

### **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](http://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.

### **MEMBERSHIP CE**

**\*Application Process for 2023 has closed.**

#### **2022 Ohio LPRT Qualifiers:**

- Amanda Brewton - *Golden Eagle Agency*
- Stephen C. Brubaker - *Lifetime & Qualifying - Eagle*
- Linda M. Erlenbach- *Lifetime Emeritus*
- Matthew R. Foley - *Soaring Eagle*
- Frank E. Isabelle, III - *Lifetime & Qualifying - Golden Eagle*
- Lawrence Kaczmarek - *Lifetime & Qualifying - Golden Eagle*
- T. Darlene Kaczmarek - *Lifetime & Qualifying - Golden Eagle*
- George W. Morris, III - *Lifetime & Qualifying - Golden Eagle Agency*
- Jay Rayl - *Soaring Eagle*

### **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, highly encourage your involvement with this program.

[Click here](#) for more information

### **MEET OUR NEW SEDGWICK CONTACT**

#### **Dominic Potina**

**Dominic Potina, Business Development Manager** – Dominic has been in the Third-Party Administration industry since 1995. He attended John Carroll University earning his B.S. in Psychology. Dominic has held various roles over the past 25 years including managing claims, representing clients at workers compensation and unemployment hearings, managing workers compensation programs as an account executive and program manager. In his current role, Dominic is responsible for the development of new business sales for multiple product lines for TPA; including, but not limited to Unemployment Insurance and Workers Compensation service and is the Program Manager for many prominent Associations and Chambers in Ohio.

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](#)

**Dominic Potina**

**Phone: 614-579-4723**

**Email: [dominic.potina@sedgwick.com](mailto:dominic.potina@sedgwick.com)**

**Website: [www.sedgwick.com/ohiotpa](http://www.sedgwick.com/ohiotpa)**

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## HEALTHBENEFITSOHIO.ORG

Starting in October members will need to renew their listing with [healthbenefitsohio.org](http://healthbenefitsohio.org).

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## 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 Capital 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](#)

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## TRIPLE CROWN PROGRAM

NABIP created the President's Triple Crown Program to recognize those members whose individual contributions to NABIP 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](#)

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## NABIP CERTIFICATION

NABIP 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.

NABIP provides top-notch instructors who are leading experts in the industry.

Click here to see just a few serving NABIP. For further information, visit the classroom PPACA Certification Course page.

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

# NABIP

2023 Gold Certified

# NABIP

2023 Website Award  
State Chapter

# NABIP

2023 Blue Ribbon  
of Excellence

NABIP OHIO CHAPTER

330.273.5756

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