

Helping Ohioans with Healthcare Benefit Choices



Thank you to all the OAHU members who participated in our webinar review of legislation impacting the Medicare supplement policy sales practices in Ohio. As we have differing opinions in the membership, we are asking for a formal vote on how we as an organization continue with the legislation.

BACKGROUND:

[HB675](#) was introduced on May 16, 2022. The bill removes current prohibitions on the following types of solicitation of Medicare supplement policies:

1. Print solicitation such as leaflets, flyers, or door hangers left at residences or on motor vehicles;
2. In-person solicitations of individuals at the individual's residence or in public or common areas such as parking lots, hallways, lobbies, or sidewalks;
3. Telephonic or electronic solicitation such as electronic voicemail messages, text messages, or direct social media messages.

The legislative team had been in the process of soliciting feedback from our membership when we were informed that the bill would go to vote in the House Insurance Committee with only sponsor testimony. This rushed vote would have taken away our opportunity to fully review the legislation and provide meaningful feedback, particularly as we had divided opinions. We worked with our lobbyists, Shawn Kasych and Matt Forney to submit an interested party letter asking for more time to review the impact of the legislation. It is important to note that **we did not formally oppose or support the legislation**. The letter is attached for your review. We highlighted the main concern voiced by our membership with #2 above: In-person solicitations of individuals at the individual's residence or in public or common areas such as parking lots, hallways, lobbies, or sidewalks. We recognize that some of our members are in favor of expanding options for mailings, tele-marketing and social media selling. Please note that these changes will only impact Medicare supplement policies and will not alter the restrictions and processes for Medicare Advantage and Part D sales.

ACTION REQUIRED:

- To ensure transparency in the legislative review process, we are requesting that you review the language and place your vote for how we should proceed:
- Yes, support the legislative changes to allow all three options above;
- No, oppose the legislative changes to allow all three options above; or
- Modify language – submit suggestions for modifying the language to address member concerns.

Please submit your vote by **Friday, July 8, 2022**

[Click here to submit your vote](#)

[Click here to view OAHU Feedback Letter \(Word document download\)](#)

Feel free to contact Barb Gerken, OAHU Legislative Chair, at 419-327-0608 or bgerken@firstinsurancegrp.com with any questions.

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