

Helping Ohioans with  
Healthcare Benefit  
**Choices**



# UPDATE

May 2021

## A NOTE FROM YOUR OAHU PRESIDENT



With a year of enormous change, challenge and opportunity, leading and serving this organization has been one of the highlights of my career. As industry leaders, your professionalism and passion for serving the needs of families, seniors or CEOs, is needed more today than ever. Like the Affordable Care Act, the new American Rescue Plan continues to demonstrate the crucial role we play in helping Ohioans get covered and protect their families and their businesses.

We've accomplished much this year with the leadership of our Executive Board. Most notably, we maintained Gold Certified and Blue Ribbon; we supported more than double the past number of members attending Capital Conference; we established our OAHU PAC online donation link and achieved our first local accomplishing 100% board member PAC contributors (Shout out to Western Reserve!); and hosted our first online Leadership Training and multiple online webinars with attendance exceeding 50 guests. All this occurred during a Pandemic!

We all should be proud of the work we do for this organization and our communities. I look forward to continuing to serve.

## OAHU ANNUAL CONFERENCE

Plan to attend OAHU's Annual Conference, on **May 20<sup>th</sup> from 1pm – 2:30pm**

### QUICK LINKS

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



### Register Now

**NAHU Virtual Annual Convention**  
June 27-29, 2021

### AROUND THE STATE

#### COLUMBUS

[www.columbusahu.org](http://www.columbusahu.org)

2021 event schedule coming soon

#### GREATER CINCINNATI

[www.gcahu.com](http://www.gcahu.com)

2021 event schedule coming soon!

This will be an opportunity to hear from our incoming President, Mr. Frank Spinelli, Managing Director of Insure One Benefits, welcome the new Executive Board, and celebrate our OAHU member achievements throughout the state.

If interested in registering please call our office at 330-273-5756

## WEBINAR

### Fulfill your 3 hr. Ethics Requirement!

**Ethics in the Senior Market**  
3 CEs Approved (CE#68528)

Join us for a webinar on May 13, 2021 at 9:00 AM - 12:00 PM ET

Ethical issues are presented in all sorts of different ways within the Senior population. This course provides the background and knowledge of what to do in various circumstances that are specific to this demographic.



#### Speaker

Amanda Brewton, Principal  
Medicare Answers now

#### Cost:

Free for OAHU members  
\$20 for non-members

**Register Now**

## 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](#)  
**Application Deadline June 30**

### 2020 Ohio LPRT Qualifiers:

Stephen C. Brubaker  
Lifetime & Qualifying  
Golden Eagle

T. Darlene Kaczmarek  
Lifetime & Qualifying  
Eagle

## NORTHEAST

[www.neohua.com](http://www.neohua.com)

Webinar: The American Rescue Plan act of 2021: COBRA Premium Assistance May 19, 2021

NE Golf Outing: August 6, 2020

## NORTHWEST

[www.nwoahu.org](http://www.nwoahu.org)

2021 event schedule coming soon!

## WESTERN RESERVE

[www.wrahu.org](http://www.wrahu.org)

## 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.

Linda M. Erlenbach  
Lifetime Emeritus

Sandra Moody Gresham  
Eagle

Frank E. Isabelle, II  
Lifetime & Qualifying  
Golden Eagle

George Morris  
Lifetime & Qualifying  
Golden Eagle Agency

Lawrence Kaczmarek  
Lifetime & Qualifying  
Eagle

Elizabeth Pool  
Soaring Eagle

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 OAHU0613.

## 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](#)

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## NAHU COVID FUND

### COVID - 19 Relief Fund

The NAHU COVID-19 Relief Fund has been initiated to provide financial support to NAHU members and their families that have been most impacted by the COVID-19 pandemic. Through the Relief Fund NAHU members can Apply for Assistance or Donate to help their fellow members.

[Donate to Help](#)

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## 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.

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## SEDGWICK



The Ohio Association of Health Underwriters (OAHU) has partnered with Sedgwick (formerly CareWorks) 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.

[Click here](#) for more information

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## OAHUPAC

A key ingredient in representing OAHU 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 OAHU 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 Capitol Club member, you become one of our elite donors and will receive recognition annually during our events. Thank you supporting your OAHU PAC. [DONATE TODAY](#)

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## MEDPUT



The Ohio Association of Health Underwriters (OAHU) has partnered with MedPut to offer you a valuable member benefit for your clients. MedPut is an employee benefit that provides 0% interest financing and healthcare bill negotiation for employees. MedPut works in conjunction with any health plan or spending account, for employers of any size. 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.

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. For each employer you recruit, you will receive a 15% compensation and OAHU will receive 5%.

[Program Summary](#) [MedPut+ Flyer](#)

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## 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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