

Helping Ohioans with
Healthcare Benefit
Choices



UPDATE

May 2020

A NOTE FROM YOUR OAHU PRESIDENT

I hope you are all healthy and safe during this strange time. As we have all adapted our family and work lives, your Ohio Association of Health Underwriters has also had to adjust and overcome.

On Monday, May 18 we held our Annual Meeting. This is usually a face to face event that includes a board meeting, dinner, drinks and personal interaction. It's also usually followed by Day at the Statehouse. Obviously, we had to change those plans under Governor DeWine's order.

So this year we held the meeting via conference call. Your delegates voted on your new board and they were officially sworn in to office. Bill Barrett from CAHU will join the Executive Board as your new Secretary/Treasurer. Kelly Belote from NWOHUA moves into the Vice President position. Frank Spinelli from NEOHUA moves into the President Elect spot and Sandra Moody Gresham was sworn in as your new President. All effective July 1, 2020. At that time, I will become the Immediate Past President.

It's been a great year for me and I feel confident that the next four years will be even better.

Stay safe, and keep actively supporting NAHU. Together, we CAN make a difference!

Ingrid

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

NORTHEAST

www.neohua.com

2020 event schedule coming soon!

NAHU 2020 ANNUAL CONVENTION

CELEBRATING 90 YEARS OF NAHU



OUR 90TH ANNUAL CONVENTION SCHEDULED TO TAKE PLACE IN CHICAGO IS MOVING TO OUR VIRTUAL CONVENTION CENTER

Due to the impacts of COVID-19, it has become inadvisable to hold our flagship meeting in person as scheduled. So after careful deliberation and with the utmost concern for the health and safety of our community, the NAHU Board of Trustees has decided to adopt a virtual format for our convention currently scheduled for June 27-30 in Chicago. While the dates will remain the same, the format will be held online.

We are committed to delivering the same great content and connection you have come to expect from the top event in the health insurance industry. We will even be hosting a virtual exhibit hall for members to take advantage of all of the innovative products and services our vendors offer.

We are reaching out directly to speakers, exhibitors, sponsors and vendors to finalize all of the details. We remain committed to keeping you informed of additional information as it becomes available. You may direct any questions or comments to meetings@nahu.org.

We look forward to connecting with you virtually this year and in person next year in New Orleans!

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.

[Apply For assistance Or Donate To Help](#)

MedPut

To Members: Ohio Association of Health Underwriters

Please join me, along with Paulette Wiener, MedPut's Head of Customer Success, at one of our weekly webinars to learn how easy it is to increase your income by marketing MedPut. Paulette will provide an overview of how MedPut works.

MedPut is the employee benefit that provides 0% financing of out of pocket health expenses for employees and their families.

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.

MEMBERSHIP CE

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.**

REGISTER NOW

Weekly webinars kickoff Tuesday, May 12th at 3pm and continue every Tuesday at 3pm and Thursday at 11am thereafter. Reserve your spot now!

I look forward to meeting with you,

Robert Lackey
Benefits Consultant
Insurance Navigators Agency
Past President
Ohio Association of Health Underwriters

PS: To get licensed, please contact paulette@medput.com.

If you can't make the live webinar, be sure to [register](#) anyway and we'll send you the recording and slides afterward.

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](#)

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**

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

CONTINUING EDUCATION REPORT FROM Richard M Muccio, CE Chair

With the State of Ohio requiring all events to be cancelled, the local chapters of OAHU do have a choice for their monthly meetings – an online webinar. If there is a Continuing Education (CE) component though, they do have to get approval from the Ohio Department of Insurance (ODI) (through Prometric) to have the class approved as distance learning instruction. As of March 24, 2020, the ODI issued temporary accommodations to allow CE providers apply for already approved classes to be temporarily classified as distance learning through May 31st (or longer if necessary). If the requirements are met, the approval process should take around a week. So, for any CE class through the end of May, locals should submit for this approval to Mary Ferretti at J&M at mary@jmbsohio.com.

What to use for a webinar? Well, J&M does have a subscription to GotoMeeting.com. There are other tools such as Skype, Zoom, Microsoft Teams, etc. What the ODI is most concerned about is “a detailed explanation about how attendance will be monitored.”

Many of these programs / web interfaces have the option of doing polls, showing attendance, or even recording the audio/video. Whoever would be the presenter should contact Mary Ferretti / J&M for help with access to the GotoMeeting.com account, to be familiar with the program and the requirements for an online CE class. One does not have to use GotoMeeting.com. If they are familiar with another program and it will meet the requirements, they are free to use any. However, there may be assistance through J&M with GotoMeeting.com.

CareWorks

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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