

Ohio Association of Health Underwriters
4036 Center Road, Suite B, Brunswick, Ohio 44212

June 2017

A NOTE FROM YOUR OAHU PRESIDENT



Many of us are preparing for our summer activities - NAHU Annual Convention, vacations, golf, fishing, camping, and many other relaxing activities outside of insurance. However, the storms of unrest will continue to develop not only in Washington DC, but across the country where people have been notified that their markets are about to change dramatically. These changes will occur whether legislation is implemented to repeal-replace the ACA or remain status quo. Our customers are about to face much more difficult decisions than in the past and there is a lot of interest in single payor now due to the failing private health insurance markets.

Now more than ever, we need one voice with our legislators to improve our markets and maintain both the employer-based programs and a strong individual market. The struggle is real for the carriers, your peers and our customers that depend on us.

Too much focus has been placed on politics, not policies or more importantly, people. I've never been impressed by labels whether "Independent", "Republican", "Democrat", "Senator", or even "CEO". What impresses me is well thought-out ideas put into action for the benefit of those impacted without creating bigger/more expensive government.

Change creates opportunity for those who are willing to change - we have a lot of change coming and it is my wish that you embrace the changes and identify the new opportunities for continued success!

Deborah Boop
President, OAHU

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

NAHU Annual Convention

June 25-28, 2017

Renaissance Orlando at Seaworld
Orlando, FL

NAHU, Self-Funding Certification Course

Wednesday June 21, 2017

WRAHU - NAHU, Self-Funding Certification Course

This is a 3CE course.

9:00AM - 12:00PM

DAY AT THE STATEHOUSE

2017 Day at the Statehouse

Held on Tuesday, May 9, 2017 at the Sheraton Columbus Hotel at Capitol Square





NEW BOARD EFFECTIVE JULY 1ST

President - Carol Conway

Cell: (614) 586-2431

carolconway@ymail.com

President Elect - John Dodd

Cell: (614) 890-7373

johnjr@doddbrokerage.com

Vice President - Ingrid Martin

Cell: (216) 570-7610

imartin765@msn.com

Secretary/Treasurer - Sandra Moody Gresham

Cell: (614) 238-3520

smoody@dehaninsurance.com

Past President - Debbie Boop

Cell: (216)-978-0839.

debbieboop@sbcglobal.net

OAHU/CareWorksComp Workers' Compensation Group Rating program



The Ohio Association of Health Underwriters (OAHU) has partnered with CareWorksComp 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.

[Read More.....](#)

PARTNERSHIP WITH HONDROS COLLEGE OF BUSINESS

OAHU is pleased to announce our partnership with Hondros College of Business. Hondros has six locations throughout the state of Ohio, offering classroom and on-line courses. You will see that we have negotiated special pricing exclusively for OAHU members for online and classroom life and health licensing courses, and for on-line continuing education courses.

For course availability, please visit [Hondros College of Business](#) and [click here](#) to view the special OAHU pricing!

HEALTHBENEFITSOHIO.COM

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 and wish to, please visit <http://www.healthbenefitsohio.com/consumer.php> and click the "Find an Agent" tab. Under the "Agent Search" there is a note "If you would like to be listed on this agent search then, Click Here"

Click on that link which will take you to the log in page of the OAHU site where you will need to enter your first and last name. Your listing information will appear – verify that all the information is correct and that all your certifications are

marked. Within 48 business hours your listing will be updated on the healthbenefitsohio.com website.

LEADING PRODUCERS ROUND TABLE (LPRT)

NAHU formed the Leading Producers Round Table in 1942 to recognize the successful underwriters of Accident & 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. LPRT offers membership benefits and exclusive LPRT events. [Read More](#)

NAHU CERTIFICATION

Patient Protection and Affordable Care Act (PPACA) Certification Course

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](#)

AROUND THE STATE

Columbus

www.columbusahu.org

CAHU Columbus Crew SC Social (July 22nd)

CAHU Columbus Crew SC Social (July 22nd) imageJoin CAHU for a social event at the Columbus Crew SC on Saturday, July 22nd. That night features Philadelphia Union @ Columbus Crew's MAPFRE Stadium. We have a block of tickets available outside of the Heineken Star Lounge. Price includes stadium ticket, a drink ticket, and a food voucher. This is a family-friendly event, so please feel bring family, friends, and guests!

Game starts at 7:30pm, our event starts at 7:30pm.

We will give 2 tickets to any new member who joins before July 22 and 1 ticket to the member who refers them.

Step One: [Visit NAHU.org](#) to join NAHU/CAHU (Only \$29.58/mo)

Step Two: Visit [Eventbrite](#) and use the discount code CAHUNEW17 for free access to our July 22nd event.

CAHU Golf Outting at North Star Golf Club

CAHU Golf Outting at North Star Golf Club imagePlease join us on August 17th for a day of networking, friendship and Golf.

Members & Non Members are welcome!

9:00 a.m. Registration

10:00 a.m. Shotgun Start
APPETIZERS AND LUNCH PROVIDED.

Contests with Prizes:

Longest Drive

Closest to the Pin

Longest Putt

Putting Green Contest

Winning Team

For more information & Sponsor Opportunities contact: Josh Shumberger of MetLife - 614-398-0108

jshumberger@metlife.com

or

Betsey Zych - (614) 436-6124

Greater Cincinnati

www.ohioahu.org/gcahu

Keep an eye on the GCAHU website for upcoming meeting information!

Northeast

www.neohua.com

June 21 program features 2-one hour CE presented by Ryan Hogan, Insurance Advisors, Inc.

June 21, 2017 @ 8 a.m. - 11 a.m.

Brecksville Community Center

One Community Drive

Brecksville, OH 44141

NEOHUA June 21st morning program features two topics presented by:

Ryan Hogan

Insurance Advisors, Inc.

“Multi-life Long Term Care”

1 CE approved

This presentation will cover the history of group vs. multi-life, the largest problem facing the USA and the least planned for.

Ryan will also address the solution employer sponsored LTC and benefits of multi-life vs. individual LTC

“The Ancillary Solution – Dealing with Medical Bankruptcy”

1 CE approved

This presentation will cover the history of health insurance and ancillary. Ryan will address the greatest bankruptcy threat to individuals & families along with the ancillary solution. He will also cover the benefits of offering ancillary to your clients

[Register Here](#)

Northwest

www.nwoahu.org

Live from NAHU! Webinar

Compliance Update – Where are We?

Thursday, June 15, 2017

[REGISTER NOW](#)

Day at the Mud Hens

Tuesday, July 25, 2017

[REGISTER NOW](#)

Live from NAHU! Webinar

It's Been 9 Months – What Has the Stork (Congress) Delivered?

Thursday, October 12, 2017

[REGISTER NOW](#)

Western Reserve

www.wrahu.org

WRAHU Monthly Meeting

June 21, 2017

Self-Funded Certification (3 CE approved)

presented by: Tim Barhorst

Registration: 12:30pm

CE Presentation: 1:00pm - 4:00pm

Meeting will be held at:

Jewish Community Center

505 Gypsy Lane

Youngstown, Ohio 44504

Description: Developed by experts in the market space, this three-hour course will ensure that students understand the key technical components of self-funding and are better prepared to counsel their clients on the various benefits of elimination of most premium tax, lowering cost of administration, claims/administration and customer service for employees.

Cost to attend:

WRAHU/OAHU Members: \$179

Guest: \$279

Advance Reservations Required **[CLICK HERE](#)**

Register by 6/19/2017

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. Like baseball's Triple Crown, it recognizes accomplishments in three key areas. However, while baseball's Triple Crown hasn't been won since 1967, NAHU's Triple Crown can be won every year by hundreds of our 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.

Let BBC Help You Save on Summer Fun!

Cedar Point in Sandusky, Ohio
Kings Island in Mason, Ohio
Pioneer Waterland in Chardon, Ohio
Splash Lagoon in Erie, Pennsylvania
The Beach Waterpark in Mason, Ohio
HersheyPark in Hershey, Pennsylvania
Idlewild & Soakzone in Ligonier, Pennsylvania
Indiana Beach in Monticello, Indiana

And lots more at www.bbcmember.com!

How do you get the discounts? Best Benefits Club is primarily web-based. Just go to www.bbcmember.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.

Is there a discount you would be interested in that is not listed on the BBC website? Be sure to contact the Best Benefits Club office at 330-273-5756 with your suggestions!

OAHU Office

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