

Helping Ohioans with  
Healthcare Benefit  
**Choices**



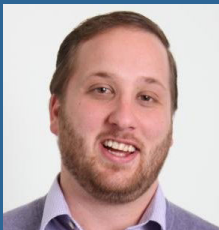
# NEWS

August 2021

## Board of Directors



President  
Richard Muccio



Vice President  
Andrew Toppin

## Letter from the President, Richard Muccio

As I start my year as President of NEOHUA, I want to first thank **Debbie Bogdan** for her great leadership this past year as President! She had a tough year with the pandemic but, as always, was able to lead us through probably the most difficult year any business or association could imagine. Her advice and counsel has been, and will continue to be, necessary for me in this upcoming year. Thanks, Debbie!!

I also want to congratulate the new members to the Board of NEOHUA: **Carla Washko**, **Ingrid Martin**, and **Debbie Boop**. Carla is new to the Board but a long-time member of NEOHUA and a Medicare specialist. Ingrid and Debbie are both veterans that have served both as President of a local chapter (Ingrid for NEOHUA, Debbie for NWOAHU), as well as President of OAHU, among other important positions helping this association. I look forward to them and the other returning Board Members joining me in making this year successful in many ways.

The Northeast Ohio Association of Health Underwriters is the greatest resource for your business. There are so many benefits to your membership that I believe most members have no idea that some exist and therefore do not take advantage of them. I challenge you to find out about these benefits! Spend some time on the websites of the local, state, and national sites. **Or**, speak with a Board Member or myself.

One goal I have this year is to help members know their benefits and to help filter the information to make it easy for all to find. Our website, [www.neohua.com](http://www.neohua.com) is being updated with "**Important Information to Know**" – a section that will provide up-to-date market and legislative information in the following markets: **Individual Health, Group/Employee Benefits, Medicare, Other Health Insurance**. We plan on having these pages updated on a monthly basis to provide a snapshot of important information. All of this is meant to provide proactive, pragmatic information to help your business today and for the future. In fact, you can be a source of the latest information by sending important updates to [media@neohua.com](mailto:media@neohua.com).



Treasurer  
Evan Harcourt



Secretary  
Jaime Lebron



Immediate Past President  
Deborah Bogdan

### Trustees



Shelley Chornak



First order of business is...to get back to in person meetings! That starts with:

- The **Golf Outing is this August 6<sup>th</sup>**– to sign up, here is the link: <https://neohua.memberclicks.net/golf-outing>
- **In person monthly meetings beginning in September.** Information on the date and meeting coming soon – sponsored by Medical Mutual.
  - **Future topics will include:**
    - *Buying/Selling a Practice*
    - *A More Detailed and Practical Look at ICHRAs Used in the Marketplace*
    - *Update on Legislation – Both Federal and State*
    - **And... give us your topic suggestions! Tell us what you want to hear about in our monthly meetings. Send an email to: [mary@neohua.com](mailto:mary@neohua.com)**

I look forward to seeing you at our upcoming events!

Our shared goal is to make this association – NEOHUA – a necessary part of practicing in the health insurance field and to help your business. The NEOHUA Board is working on many items for this coming year. Do your part and participate by either coming to the Golf Outing, the meetings (virtual and in-person), or...get involved directly by joining one of the many committees (Legislative, Membership, Professional Development, etc.). You can always contact the NEOHUA office direct at 330-273-5756 or feel free to contact me at [rmm@rmmfinancial.com](mailto:rmm@rmmfinancial.com) (or 440-250-9460).

Sincerely,  
Richard M Muccio  
President, NEOHUA

## Golf Outing

**Friday, August 6, 2021  
9:00 am Tee Time**



**Shale Creek Golf Course**  
5420 Wolff Rd.  
Medina, OH 44256

### Cost to Attend:

Individual Golfer \$130  
Foursome: \$470  
Dinner ONLY \$40

*Even if you do not wish to golf, we hope you will join us for dinner only. Swearing in of new officers will take place during dinner.*

Dave Cunix



Joanie Keehn



Leslie James



Ingrid Martin



Debbie Boop



## Register to Attend

Enjoy numerous contests such as closest to the pin, longest drive, and putting!  
Yes, mulligans will be available!

### Event Includes the Following:

18 Holes of Golf  
Morning beverages  
Lunch  
Steak, Chicken or Vegetarian Dinner

### Sponsors



**Anthem BlueCross & BlueShield - Beam Dental - Berson-Sokol Agency -**

**The Dental Care Plus Group A DentaQuest Company -Kaczmarek Insurance Services -**

**Lincoln Financial Group - Principal - Pronto Education -**

**TruAssure -Vision-Benefits of America - Quick Insured Brokerage**

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## Federal and State Legislative Focus

**NEW!** NAHU's 2021 Federal Policy Priorities

[Click here to view document](#)

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## Save The Date

### NEOHUA Monthly In-Person Program

**September 22, 2021**

Brecksville Community Center  
1 Community Drive  
Brecksville, OH 44141

Carla Washko



## Administration Office



J&M Business Solutions, LLC  
Sheri Maskow  
3053 Nationwide Parkway  
Brunswick, Ohio 44212  
330.273.5756

8:30 AM - Registration and Networking  
9:00 AM - **Understanding Low Income Subsidy**  
10:00 AM - **Medicare and Employer Coverage**

### **Understanding Low Income Subsidy (1CE Approved)**

This presentation will educate agents on the basis of LIS. It will help educate them on what members how to apply and what resources will apply.

### **Medicare and Employer Coverage (1CE Approved)**

Educate agents on Primary vs. Secondary Coverage. It will educate on how Medicare works with HSA plans and when a member should enroll. It will also educate on which coverage Medicare consider credible, so members do no experience a late enrollment penalty.

#### **Speaker: Amanda McFarland, Account Manager, Medical Mutual**

Amanda is currently the account manager for NEOhio at Medical Mutual. She have been there for 6 years and helps agents in the individual and Medicare markets. Prior to Medical Mutual she worked at Anthem for 10 years in a similar role. Amanda and her husband have been married 14 years and have 12 year old triplets, Mackenzie, Mason and Maxim. When they aren't at the fields watching them play, they like to travel in their RV.

**WATCH YOUR EMAIL FOR REGISTRATION INFORMATION COMING SOON**

## 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

## MedPut

# 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.

[click here](#) for more information

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## Is NAHU A Great Fit for Your Agency?

During these unprecedented times, NAHU can be an invaluable resource. We are so glad you're a part of NAHU. We wanted to make sure you knew about an exciting opportunity that may benefit your agency – and save you money. Please watch the short video below:



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## New Members



**Brenda Basso, Huntington Insurance**

**Valerie Reid**

If you are interested in becoming an NEOHUA member, please [click here](#)

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Northeast Ohio Health Underwriters Association  
www.neohua.com  
330.273.5756

