

Helping Ohioans with
Healthcare Benefit

Choices



NEWS

June 2022

NEOHUA Office will be closed, June 20, 2022 for Juneteenth

Board of
Directors



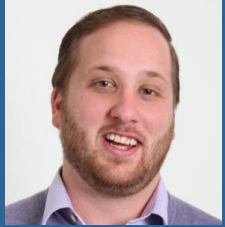
President
Richard Muccio

Letter from the President, Richard Muccio

The **Northeast Ohio Association of Health Underwriters (NEOHUA)** wishes you a happy summer! However, there are still a couple more events we to look forward to:

- Monthly Meeting on Wednesday, June 15. This is NOT at the Community Center in Brecksville but at the **DoubleTree by Hilton Cleveland Independence**. **2 hours of CE is provided. Representatives from Cuyahoga County Jobs and Family Services will present and answer your questions about Medicaid for those over and under 65. This should be very informative. To register, click the following link: <https://neohua.memberclicks.net/june-2022#!/>**
- **Golf Outing on Thursday, August 4th at the Sleepy Hollow Golf Course. More details to come. Look for an email soon or check out www.NEOHUA.com**

My term as President is coming to an end and as of July 1st. **Andrew Toppin will take over as President, Evan Harcourt will be Vice-President, and Jamie Lebron will be the new Treasurer.** All have done a fantastic job this year and I look forward to helping them succeed this coming year.



Vice President
Andrew Toppin



Treasurer
Evan Harcourt



Secretary
Jaime Lebron

But I also want to thank the following **Board Trustees** for all their incredible help and advice (and Committee work) to serve the interests of the membership:

- **Debbie Bogdan** – Immediate Past President (Co-Chair - Products Expo and Co-Chair of Membership)
- **Shelley Chornak** – Board Trustee and Past President (Programming/Professional Development Chair, Co-Chair - Products Expo)
- **Ingrid Martin** – Board Trustee, Past President (Co-Chair Membership), and Past OAHU President
- **Joanie Keehn** – Board Trustee, Past President (Legislative Chair, Sponsorship Co-Chair)
- **Debbie Boop** – Board Trustee (HUPAC Chair) and Past OAHU President
- **Leslie James** – Board Trustee and Past President (Media Chair and Sponsorship Co-Chair)
- **Carla Washko** – Board Trustee (Golf Committee)

As of July 1, 2022, we will have two new Board Trustees:

- **Amanda Brewton**
- **Scott Krebs**

I must also thank our Business Manager, *J&M Business Solutions, LLC* for helping me throughout the year. I want to thank all the staff that helped but especially **Mary Ferretti** and **Sheri Maskow**.

I will continue on as the Immediate Past President. I look forward to working with all to make this Association continue to work for the benefit of the membership and the health insurance brokerage industry. It might be a cliché to say that it has been a pleasure and an honor to serve as President of this wonderful Association – but it is true! It was more work than expected but I was lucky to have so many (noted above) to help. Despite the overwhelming sense of responsibility...it was fun!

Now, here is some additional information you should know:

JUNE PROGRAM

NEOHUA June Program

Installation of our new 2022-2023 NEOHUA Officers



Immediate Past
President
Deborah Bogdan

Trustees



Shelley Chornak



Joanie Keehn

Medicaid – For Those Under Age 65 and Over Age 65 (2 CE approved)

Wednesday, June 15, 2022 | 8:30 AM - 11:00 AM

New Venue*

Double Tree by Hilton Cleveland-Independence

6200 Quarry Lane, Independence Ohio, 44131

Agenda

8:30 AM - Registration/Breakfast

9:00 AM - 11:00 AM - **Medicaid – For Those Under Age 65 and Over Age 65** (2 hour program)

11:15 AM - Adjourn

Speaker:
Tina M. Coleman,

Community Engagement and Special Projects Supervisor,

Department of Health and Human Services

Cost:

\$20 Members | \$50 Non-Members

[Register to Attend](#)

Thank you to our June Program Sponsor



Leslie James



Ingrid Martin



Debbie Boop



2022 NEOHUA ANNUAL GOLF OUTING

2022 NEOHUA Annual Golf Outing August 4, 2022 | 9 AM

Sleepy Hollow Golf Course
9445 Brecksville Rd. Brecksville, OH 44141

Sponsorship Opportunities

Hole in One, Eagle and Birdie Sponsors will receive their company logo rotating on the carts GPS, table signage and a listing on NEOHUA website

Hole in One Sponsor: \$2,250
(1 available)

- 4 golfers
- Logo on promotional item (3 in 1 insulator)
- 10 - Minute talk about your product/business prior to dinner

Eagle Sponsor: \$1,000
(2 available)

- 2 golfers
- 5-minutes to talk your product/business prior to dinner

Tee Sponsor: \$100
(18 available)

Carla Washko



Administration
Office



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

- signage at a tee

[Many more Sponsorship opportunities Click here to view and sign up today!](#)

NAHU BREAKING NEWS

NAHU BREAKING NEWS

CMS Releases FAQs on Individual-Market Broker Compensation

CMS released a new [FAQ document](#) this evening which clarifies that a health insurance issuer cannot treat commissions on enrollments during a Special Enrollment Period (SEP) differently than commissions on enrollments during the Open Enrollment Period (OEP).

As brokers who help enroll consumers in the individual market are aware, carriers can currently choose to offer lower commissions or choose not to offer commissions at all for enrollments made during an SEP during the same benefit year as the OEP. According to this new FAQ document, arrangements that pay reduced or no commissions, and other forms of compensation, to agents and brokers who assist consumers with individual market coverage are in violation of the ACA's guaranteed availability provisions. The document dictates that such arrangements violate the guaranteed availability provisions because reducing or eliminating commissions and other compensation discourages agents and brokers from marketing to and enrolling individuals who are eligible for an SEP.

This is a major regulatory victory for NAHU and all individual-market brokers, who must now be compensated for SEP enrollments at the same rate that they are compensated for OEP enrollments. For more information, read the [FAQ document](#). NAHU will cover these FAQs in greater detail in our weekly Washington Update newsletter and this Friday's Healthcare Happy Hour podcast

NAHU Annual Convention



NAHU's 2022 Annual Convention, from June 25-28, promises to be the most innovative, productive and fun meeting you've ever attended. We are also excited about our “NAHU Marketplace” showcasing innovative new products and services. If you want to make yourself more valuable to your clients, this Expo is where you need to be.

Registration is now open for in-person and livestream convention options. You can view the preliminary [agenda here](#).

[IN-PERSON REGISTRATION](#)

[LIVESTREAM REGISTRATION](#)

[Click here for more information](#)

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

Find an OAHU Agent

Are you an OAHU Agent? If you would like to be listed on this agent search then, [Click Here](#)

New Members



Deana Alexander, SummaCare

Kevin Bush, HealthMarkets

Michael Chornak, Sage Partners LLC.

Dana Cool, Cool Coverage Insurance Ltd

Charlene Cooper, HealthMarkets

Sue Crawford, SummaCare

Erin Fields, HealthMarkets



Diana Gaking, CPI-HR

Colleen George, BenefitMall

Michele Hanzak, Zito Insurance Agency/Risk Strategies Company

Denise Higgins, Sage Partners LLC

Bobbi Kloss, Benefit Advisors Network

August Koch, Kaczmarek Insurance Services

Jessica Kosiewicz, Oswald Companies

Scott Krebs, Delta Dental of Ohio

MaryAnn McLean, Kaczmarek Insurance Services

Roger Miller, BenefitMall

John Mitchell, AssuredPartners

Laura Mutsko, Mutsko Insurance Services, LLC

James Schneider, Hall of Fam Senior Benefits

Denise Stefanoff, Benefit Advisors Network

Ekaterina Turichenko, Amerikate LLC

Michael Young, Kaczmarek Insurance Services

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

Northeast Ohio Health Underwriters Association
www.neohua.com
330.273.5756

