



Northern Michigan Association of Health Underwriters
Minutes for March 2, 2017

		Present	Absent
Mark McLane	President	X	
Raquel Paulus	Immediate Past President	X	
Tim Bruce	Vice President/Co-Legislative Chair		X
Brandon Darin	President Elect/ Programming Committee Chair	X	
Greg Lewis	Treasurer	X	
Caitlin Anderson	Secretary	X	
Dan Marvin	Director/Membership & Retention Chair		X
Jennifer McDonnell	Director/Senior Market Chair	X	
Rose Twomey	Director/Media Chair	X	
Lee Fivenson	Executive Director	X	
Jackie Letts	Director		X
Jen Seman	Director		X
Keith Wright	HUPAC Chair	X	

- Meeting called to order at 10:30 am Location: Elks Club
Roll call completed – *February Minutes and current agenda reviewed Raquel Paulus approved, seconded by Rose Twomey.*
- Treasury Report - Greg provided NMAHU Budget thru 02/28/2017. *Raquel Paulus approved, Rose Twomey seconded.*
- Committee Updates:
 - Legislative – Cathy Cooper gave legislative report.
 - Bill regarding CE rollover was re-introduced March 1st by State Rep. Tom Barrett.
 - DIFS is allowing grandfather transitional relief for small groups through 2018.
 - Some carriers out of the state of Michigan are now paying for IBU SEP again because documentation is now required for SEPs.
 - Michigan Manufacturer’s Association, Michigan Chamber of Commerce and Small Business Association of Michigan testified at the House Health Policy committee to discuss issues they face with health care.

Membership – Mark discussed the need for more membership. He has asked Dan Marvin to think about a Membership Drive. Raquel had mentioned that we should use Cathy’s legislative notes to help in the recruitment of more members. Keith had mentioned that we have monies allocated towards WebEx for the purchase.

Action: Directors must work on getting more members. We need to consistently email out our agenda and events to prospected members.

Senior Markets – Jennifer McDonnell had informed us of an issue where a prospecting agent had contacted one of her clients for Medicare products. It was done in a way that was illegal. Cathy Cooper suggested to Jennifer to report the agent/agency to CMS.

HUPAC – Keith reported that all of the Michigan members whom attended Capitol Conference, make a contribution to HUPAC. Michigan is one of the few states that have 100% participation. Keith had also indicated that he will be making a concerted effort to get all NMAHU board members contributing to HUPAC.

Media Relations Communications – Rose had mentioned that there is a lot of good information on www.nahu.org as it relates to media relations. (Tutorials to establish social media accounts).

Action: Rose was assigned to set up Web-ex account.

Old / New Business:

Newsletter– No Report

Action:

Sponsorship– BCBSM/BCN and Dental Dental have yet to submit their Sponsorship monies. Raquel Paulus had obtained a sponsorship with Ameritas.

Action: Brandon Darin will contact Christ Staub and Dan Marvin about the BCBSM/BCN sponsorship.

Leadership Conference –

Programs – Our next scheduled program is in May and incorporates 4 CE's through FSI.

Action:

4. Next Board Meeting April 5, 2017
First Wednesday of each month unless otherwise indicated
5. Adjournment: Motion to adjourn 11:30 am, Mark McLane, Seconded by Greg Lewis.

Respectfully Submitted, Brandon Darin, NMAHU President Elect