



**NABIP-MD October Board Meeting November
14, 2023
Meeting Minutes**

Attendees: Nancy Colaianne, Aaron Aist, Bryson Popham, Christie Tinio, Colette DeCastro, Jasmine Keating, Matthew Brashears, Meredith Levy, Monique Spagnolia, Glenn Arrington, Michael Brashears, Joe Siefert, Justin Atwater, Michele Sargent, Melissa Coles

Absent: Alyssa Sinagra, Joan Smith, Jon Frank

1. Call to Order – Nancy Time: 9:01 a.m.
2. Welcome Nikki Pozaro, Eric Silverman. Nikki is from Benefit Mall and will be taking the place of Sean Ruder in representing Benefit Mall. Eric Silverman.

3. Bryson, Joan, Glenn, Jon - State Leg update

Bryson Popham shared his experience as a lobbyist representing various organizations since 1993. He emphasized his role in protecting these organizations' interests, particularly in Maryland where health policy issues are a significant legislative focus. Bryson Popham also revealed a special fundraiser event organized by the Association for its clients to strengthen relationships with key legislators. The next such event will be for the new chair of the Senate Finance Committee, Pam Beidel. The goal is to raise between \$7,000 and \$10,000 for this event, despite Bryson Popham clarifying that he, as a registered lobbyist, cannot solicit or transmit political contributions under Maryland law.

Bryson Popham discussed a co-sponsored event happening at Cafe Normandy on December 11th. He mentioned that there would be a representative from their clients at the event. He also mentioned an event in Annapolis called 'Evening in Annapolis', which is scheduled for January 10th. The event will take place next door to their office at a restaurant called 'Red Red Wine'. They are expecting a significant number of attendees for this event and are currently working on the agenda. Bryson Popham also stressed the importance of participants attending the reception following the Ce event. The location for the event was confirmed as the Hilton Garden Inn in downtown Minneapolis. The reception will start at 4 PM and run till 7 PM.

Bryson Popham and the Administrator discussed the lack of clarity regarding potential changes to the reinsurance program by companies Kaiser and United. Bryson Popham expressed his need for clarification before reporting to the board, due to suspicions of an

uneven playing field. The Administrator suggested they keep each other updated on the issue.

4. Presidents & Jaffe Update – Nancy (Nancy hard stop 10am, Board can continue)

a. Vote new Board members

The board voted: Nikki – motion to approve by Michael Brashears; Second by Christie Tinio. Board moved to approve Nikki.

The board voted: Eric – motion to approve by Glenn Arrington; Second by Matthew Brashears. Board moved to approve Eric.

b. Sponsors – review list & assign

The team discussed plans for securing sponsorships for their upcoming annual expo. They decided to divide the list of potential sponsors among the board members to reach out to as many people as possible. The team confirmed that three sponsors had already committed for 2024, and they encouraged further outreach to companies from the previous year. They also noted that gold sponsors had the option to present a Continuing Education (CE) unit, which was a new incentive to encourage them to sign up for the gold sponsor spots.

c. Social media – following our page(s)

The team discussed enhancing their social media presence. Admin asked everyone to follow NABIP, Maryland on Facebook and encouraged those on LinkedIn to follow NABIP, Maryland. Meredith explained they were running an ad to boost awareness of the association, especially during open enrollment. Christie asked for clarification about spending a little money to boost sponsorship, to which Meredith explained it was about increasing awareness and getting the best price for insurance agents using NABIP, Maryland. The team also discussed the need for sharing posts with their connections to expand their reach.

d. Evening in Annapolis – save the date – please attend!

Nancy asked everyone to save the date on their calendars for the Afternoon/Evening in Annapolis.

The event is January 10th 1:30-4:30 at the Hilton Garden Inn Downtown Annapolis

e. Expo – Keynote – updates

The board is looking for a videographer and photographer for the NABIP Expo in April. The Keynote speaker, Rachel Druckenmiller is asking for her speech to be recorded. If anyone knows of anyone, please reach out to Nancy. Nancy posted the message on her LinkedIn page and has several responses to get back to.

f. Bank Accounts

The team also discussed and approved changes to the PAC bank accounts, removing Monica and Daniel and adding Nancy as the chairman and Michele as the treasurer, as recommended by Meredith, Melissa, and Matty.

Motion to Approve: Matthew Brashears; Second Christie Tinio; Approved by the board

5. Committee Updates:

a. Sponsorship – Jaffe/Michael – Prospectus launched

The board reviewed the sponsorship list of previous vendors and selected who they will reach out to. We are doing this a little earlier this year in hopes to gain more traction and to get vendors to sponsor at a higher level

b. GCCF – Monique/Christie – sponsor a toy drive!

Nancy noted that TriBridge is sponsoring a toy drive for the GCCF Stuff a Train event. She encouraged the rest of the board to also sponsor one in their office

c. Awards – Colette No New Updates

d. Professional Development – Matty – No New Updates

e. Membership – Jasmine, Christie & Team

NABIP MD is offering a \$50 Amazon Gift Cards to New Members and NABIP national is offering \$50 off the first year membership for new members

The membership committee has been emailing new members and welcoming them to NABIP MD

f. Communication – Justin – No New Updates

6. Minutes – Sept pending to Nov

7. Financials – review and approve – Michele/Meredith/Nancy

The board reviewed the financials. Although Nancy had to leave, Meredith discussed with the board and asked for the approval.

Motion to Approve: Matthew Brashears; Second Justin Atwater; Approved by the board

8. Other open items? No Additional Items

9. Adjourn – The meeting was called by Meredith Levy at 10:08 am