



**NABIP-MD October Board Meeting
October 10, 2023
Meeting Minutes**

Attendees: Nancy Colaianne, Aaron Aist, Jasmine Keating, Joan Smith, Monique Spagnola, Glenn Arrington, Alyssa Sinagra, Michael Brashears, Joe Siefert, Justin Atwater, Michele Sargent, Melissa Coles

Absent: Bryson Popham, Christie Tinio, Colette DeCastro, Jon Frank, Matthew Brashears

1. Call to Order – Nancy called the meeting to order at 9:04am
2. Welcome Jessica Brooks-Woods! Jessica Brooks-Woods bio

Jessica discussed the progress and future prospects of Nabip, highlighting the successful passing of the balanced budget and her positive working relationship with Eric, the President. She emphasized their goal of transforming from an era of relevance to one of essentiality in healthcare. Jessica also mentioned the appointment of Max to support state legislative affairs and her previous role leading the Pittsburgh Business Group on Health. She shared her approach to dealing with contentious marketplaces and expressed her hope for NABIP to take a clear stance in its operations. She discussed several initiatives and areas of focus for the organization, including enhancing the Patient Bill of Rights, bridging gaps between chapters and the national organization, empowering chapters through resources, adding community impact as a core pillar, and partnering with innovative solutions to address gaps in healthcare delivery. She also spoke about the professional development offerings and certifications available to members.

The administration team discussed challenges in engaging small firms that are being acquired by national companies, and the need to highlight the value of their association to larger brokerage houses. They also expressed concern about low member engagement, with only two people signing up for a certification event. Jessica, part of the communications team, suggested strengthening relationships with large firms and emphasized the need for the organization to clearly demonstrate its value to smaller agencies. She also mentioned the importance of engaging with larger companies, and that this would be a focus for the incoming president, Alicia Mercer. The administrator also noted that the association has been working on becoming gold certified and has its eyes set on achieving platinum certification.

Justin and Jessica emphasized the importance of team engagement and the need to take a side, which was well-received by the team. Justin expressed a desire for more

purposeful work and more coffee, while Glenn, a small broker, shared his struggles with technology and the pressure to sell his book to acquire necessary resources. They both highlighted the importance of digital transformation and the integration of technology, particularly AI, within their organization. Jessica emphasized the need for user-friendly technology, and Glenn underscored the need to adapt to remain competitive and retain a younger workforce. The admin noted initiatives to engage a younger workforce and make the industry attractive to them. Jessica confirmed her upcoming office visits in DC and invited colleagues to meet her in person. She also expressed her travel plans and desire to meet with colleagues nearby.

The team discussed potential state-level advocacy work and planned to reach out to a guest with extensive experience in race and health for a possible meeting. The team emphasized the importance of meeting with legislators in person.

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

a. PAC – status of Monica

Meredith and Nancy will email with Joan about Monica's health status and the possibility of visiting her with a gift card and flowers.

4. Presidents & Jaffe Update – Nancy

a. Gift for Monica – Monique?

Monique has not yet visited with Monica as we are unsure of her health status. We will inquire and send something to Monica.

b. Zack event – The board made a donation to Zach's foundation

c. Expo theme, location and committee

The committee for the expo has started meeting.

The advertising has gone out for the save the dates. We are in need of sponsors

The committee updates included adjustments to sponsorship levels and thanked Melissa for Amwins commitment to title sponsor again. The spreadsheet for dividing up tasks was updated and ready to be distributed.

d. Evening in Annapolis – CE's

There was a discussion about finding a sponsor for the "Afternoon in Annapolis" event. Meredith and Michael brainstormed potential companies, including Clarity, but concerns were raised about them wanting to do the same sponsorship they always do. Admin suggested NABIP may come on board without charging a sponsorship fee due to its legislative relevance. Meredith agreed to have the "Afternoon in Annapolis" information up on the website by the end of the next day.

e. TopGolf

The board discussed having holiday happy hours at Top Golf and renting some tee times. They were discussing one in Germantown and one in Baltimore

f. Anything I forgot...

5. Committee Updates:

a. Sponsorship – Jaffe/Michael – Prospectus launched

b. GCCF – Monique/Christie

Monique discussed the board hosting a toy drive. Monique and other board members can pick up toys.

The toys will be distributed to local hospitals

c. Awards – Colette – Colette was not present

d. Professional Development – Matty – Matty was not present

e. Membership – Jasmine, Christie & Team

The membership committee continues to focus on getting new members and contacting the membership. Jasmine has reached out to National to gain templates for emails.

f. Communication – Justin – No new updates

6. Minutes – Sept pending to Nov

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

The team discussed the financials, with Meredith noting a difference in the budget due to the way some funds were coming in. Michele confirmed that there were minimal changes from the previous month.

8. Other open items? No additional items

9. Adjourn – the meeting was called by Nancy at 10:08 am