



**NABIP-MD February Board Meeting  
February 13, 2024  
Meeting Minutes**

**Attendees: Nancy Colaianne, Aaron Aist, Bryson Popham, Jasmine Keating, Meredith Levy, Michael Brashears, Michele Sargent, Melissa Coles, Joan Smith, Eric Silverman, Matthew Brashears, Christie Tinio, Monique, Justin Atwater Alyssa Sinagra, Glenn Arrington**

**Absent: Bryson Popham, Joan Smith, Colette DeCastro, Jon Frank, Christie Tinio.**

**New Members to the Meeting: Kevin O'Toole and Herbert Baumgarten**

Kevin and Herbert introduced themselves and they look forward to joining the board.

1. Call to Order – Nancy Time: 9:02 a.m.
2. State Leg Update – Bryson, Joan
  - a. Bryson and Joan were attending Legislative meetings and were unable to attend.
  - b. Nancy sent the Legislative tracker
  - c. There is a Legislative Committee meeting on Friday February 16<sup>th</sup>. Bryson told Nancy that there would be written notes from the meeting.
3. Presidents & Jaffe Update – Nancy
  - a. Nancy

Nancy will be stepping down as President in July. There isn't a succession plan at this time. We need to figure that out and Nancy wanted to let the board know this was happening.
  - b. Expo – The committee is meeting weekly on Mondays. We are still looking for a draw to the dinner.
5. Committee Updates:
  - a. Sponsorship – Jaffe/Michael

We have some work to do to get sponsors to attend. Last year it was packed. Michael submitted the paperwork for the CareFirst sponsorship.

Let Michael know if anyone has a contact at Cigna. It would be nice to have all of the major medical carriers in attendance.

Michael will send out language to everyone that will be reaching out to vendors and carriers. All you have to do is copy and paste and make it your own.

Monique and Christie to make sure that Katie has the information and invitation for the Expo dinner.

We will need someone to volunteer to collect give aways at the event from the sponsors. That entails reaching out to them and reminding them and then collecting them the day of the event.

Dinner Agenda – we are going to do a round of Hot Topics in the industry such as AI, Marijuana, and ERISA.

We still need a fourth CE

Capital Conference was discussed and who was attending. The registration link was sent in the chat.

b. GCCF – Monique/Christie

We are identifying which organizations we want to work with this year. There is also random volunteer opportunities and Monique will let everyone know when those are.

If you have organizations that you work with that are non-profit, please let Monique and Christie know. We would ideally like to help organizations that help children and are in the Maryland area.

c. Awards – Colette

Colette was absent

NABIP does national awards and certifications. We made it last year from Silver to Gold. There are awards for us just doing what we are supposed to as well as submitting minutes and financial and voting on them.

Nancy does not remember the qualifiers for getting to the next level but is sure that Colette has all of that information that she can share with us.

d. Professional Development – Matty – Matty has been trained on submitted CE's.

e. Membership – Jasmine, Christie & Team

Christie has had to step down from membership and Jasmine works for NABIP Headquarters so she can't be involved with membership.

So we do have membership open and memberships important, because one of our things we're trying to do is engage our members, especially the big houses. And that's one of the things we're going to be hoping national can give us some direction.

Nancy wants to find a way to get the large broker houses engaged and active in NABIP.

f. Communication – Justin – No Updates

6. Minutes – The minutes for January were tabled

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

The board reviewed the financials.

Motion to Approve: Matthew Brashears; Second Monique Spagnolia; Approved by the board

8. Other open items?

Nancy asked Alyssa if we should do another Medicare Summit and Alyssa agreed. We had a good amount of people and everyone seemed to enjoy the day and the information.

9. Adjourn – The meeting was called by Nancy Colaianne at 9:44 am