



**NABIP-MD May Board Meeting
July 9, 2024
MINUTES**

Attendees: Kevin O'Toole, Melissa Coles, Nancy Colaianne, Joe Seifert, Aaron Aist, Chase Notari, Bryson Popham, Sarah Joan Smith, Meredith, Nikki Pozaro, Christie Tinio, Jasmine Keating, Candace Fallin, Eric Silverman

Absent: Alyssa Sinagra, Matthew Brashears, Glenn Arrington, Justin Atwater, Herbert Baumgarten, Joan Smith, Jon Frank, Colette DeCastro

1. Call to Order – Melissa at 10:05 a.m.
 - Melissa to remove the Teams link from the meeting request, and only the Zoom link is to be accessed.
2. Bryson / Joan – State Legislative update - virtual
 - Issue 1: Response to an article in the Wall Street Journal alleging misconduct by insurance brokers. The legislative team forwarded comments to the interim Insurance Commissioner, David Cooney, refuting the allegations
 - Issue 2: The legislative team is participating in a study by the MIA on PEO's for which there is potential damage to the small group model.

The board approved a set of principles that are our talking points for the industry and allows us to represent the industry.

Bryson left at 9:10 am

3. Presidents and Jaffe Update –

Introductions

a. National Convention Recap.

- NABIP-MD won Retention Award

- NABIP-MD featured <https://digitaledition.pub/wc/nabip/bip/Summer-2024/>
 - Region 2 offers leadership and internship programs where they work with carrier partners. Melissa and Nancy agreed that would be a value add for our chapter to help bring young people into the industry. The program would help pay for the licenses for graduates.
 - 2025 National Convention will be June 28 – July 1, in Miami. Early registration discount available thru July 15, 2024.
- b. Open board spots and next steps
- Colleen Nichols with Landmark Insurance interested in joining the board and Awards Committee. Melissa to contact her to attend meeting.
- c. Medicare Summit – August 15 - staffing
- Need all TPAs to share the flyer
 - Need to provide Chase and Eric with social media logins to begin promoting
 - Alyssa still looking for 2 additional speakers and need sponsors
 - Will need help with registration at the Summit at Martin’s West

4. Committee Updates

- a. Sponsorship – Monique
- b. GCF – Christie/Monique
 - Monique will be the new president
- c. Awards – Collette – need new chair
 - Melissa will introduce Colleen Nichols at next meeting
- d. Professional Development – Matty
- e. Membership – Kevin and Nikki
 - will utilize National Training program
- f. Communications – Chase and Eric
 - Jasmine will assist with social media training
 - Melissa to forward August 27th Leadership Training link to everyone
 - Reminder once all board positions are filled, National will need to be updated

5. Minutes – June – review & approve – Candace, Melissa

Christie approved the June minutes

Kevin moved to second the minutes

6. Financials – review & approve – Michele/Meredith/Melissa

- Meredith had no updates to financials
- Melissa and Nancy to schedule time to transition bank information
- Nancy noted we were short \$\$ this year compared to last year
- Need to discuss ways to bring in revenue thru sponsorships and memberships

7. Other open items?

- a. Expo Committee – Discuss Golf Outing
 - Joe Seifert and Matthew Breshears on the committee
- b. Medicare Summit continued
 - Need to get MHBE to send out a blast for the Medicare Summit.
 - Need social media advertising of the Summit with the speakers tagged.
 - Jasmine posted Summit on the National website.
- c. Jasmine shared that National has a Medicare Advantage certification available. There is a course for those who want to get certified
<https://nabip.org/professional-development/medicare-advantage-certification>
- d. Jasmine shared that National has upcoming Cyber Security and Social Media training. She will provide information to Melissa to share.
- e. Melissa will provide update at next meeting on pending partnerships with other insurance associations.

8. Adjourned at 9:30 a.m.