



**NABIP-MD Board Meeting
April 8, 2025
MINUTES**

Attendees: Melissa Coles, Bryson Popham, Nancy Colaianne, Joe Seifert, Glenn Arrington, Michele Sargent, Chase Notari, Monique Spagnola, Meredith Levy, Nikki Pozaro, Candace Fallin, Kevin O'Toole, Matthew Breshears, Colleen Nichols, Brad Mainster, Jessica Parker

Absent: Michele Sargent, Alyssa Sinagra, Jon Frank, Christie Tinio, Eric Silverman, Joan Smith

1. Call to Order – Melissa at 9:04 a.m.
2. Bryson, Joan, Glenn, Jon, Kevin – State Legislative update
 - Bryson asked for permission to remain on the meeting for a few of the opening agenda items.
 - Bryson noted the insurance regulators must keep a close on things because an erosion of the small group market could be on the horizon.
 - He praised Glenn for presenting his views on the small group market. They did not affect Bryson's position even though Glenn opposed Bryson's view.
 - Kevin pointed out the potential dangers of the PEO bill. Bryson agreed they are permitted in most states, but we don't want the PEO to unfairly influence people's choice of health insurance.
 - The insurance commissioner has not taken a position on the bill.
 - Bryson spoke highly of Alyssa and Brad on the fair compensation for Med Sup. He feels we played a prominent role in this bill. Our approach was to meet with the bill sponsor and strategize with the help of Alyssa and Brad to testify on behalf of the beneficiary about producer compensation.
 - Bryson commented that what persuades legislators is the benefit to the policy holders, who are the people age 75+ where their income has gone down and premiums have gone up. They are looking for options from our skilled and paid brokers. In the senate committee the bill came out unanimously and passed. Some carriers were not happy about it and Senator West contacted reps of those areas.
 - Family Legislation is a bill we want to implement but was not this year largely due to money. PFMLA - Dept of Labor had to hire a few people and it's concerning because

they can't offset the revenue. Jan 1, 2027, will start collecting money. It was supposed to be enacted now, but the state couldn't get money.

- Melissa commented that she appreciates the legislative committee, and hopes they continue through the year.

3. Open Items –

a. PAC Chair – Legally, we must fill the position in order to have someone in front of legislators on our behalf.

- Bryson spoke as a registered lobbyist. One of the Safe Harbors is to give advice and so Bryson asked if Melissa and the board wanted advice.

“Money is the mother's milk of politics.” It's important for NABIP to support people who support them. Senator Chris West engaged Bryson and requested that Alyssa testify on behalf of NABIP. Bryson asked Joan to send Alyssa's speech to Melissa and suggested it be posted on our website.

MD law requires that we have a chair and treasurer, we have the treasurer. Having a PAC chair is important. There must be a decision-making process on contributions. There are certain expectations that the PAC chair and treasurer have, and Bryson is open to having a detailed conversation with whoever we select. He hopes our very next PAC contribution goes to Senator Chris West.

- Bryson said he will attend the May Expo and if PAC is a subject we would like him to speak on, he is available.

Bryson left at 9:31 am

b. Membership Chair – Melissa welcomed Brad Mainster to our board, although it was not official yet.

- Brad said he is looking forward to working with us and waiting for his final authorization. He is looking for more industry members to join NABIP.

- Melissa introduced Jessica. She was invited to attend a meeting in case she has any ideas

4. Presidents and Jaffe Update –

a. Expo Decisions – Expo with golf outing May 13th and 14th, 2025

- Melissa contacted Brian at Nelligen and Alex Pearson at UHC about sponsorship.

- Glenn will contact NAIFA and invite them to golf. Joe is also working on golfers.

- Decision was made that Eric Silverman would emcee the Expo

- Melissa will not be attending Expo day, but she would like to introduce the event virtually.
- Michele and Candace will be onsite contacts on the day of the event.
- Candace to work with Meredith and AV team at Turf Valley. Meredith will not be onsite.
- We now have an exhibitor waiting list. We need to focus on more sponsors.
- Melissa encouraged us to ask all non-sponsors if interested in golfing. Freshbenies will golf.
- Meredith noted we need 3 more gold and 2 more silver sponsors or any metal including additional bronze. Platinum and gold sponsors include speaking time.

b. Awards – Colleen and Melissa discussed we should manager or chapter events for the coming year based on the organization of NABIP awards, which will make the chapter more successful. Colleen intends to stay in the Awards committee for another year as she is learning and organizing the spreadsheets so they can be passed down to other Award chairs.

- Melissa noted we should begin to consider if there were other positions we would like to be part of in June or if they want to continue on the board.

c. Website – we need to update the website because we have an old logo on the bylaws, and we need to update the bylaws.

It was noted that we need to tell Meredith what pictures, bylaws, financials and other updates that Meredith will add to the website.

d. Member Survey Results – only received 9 responses to date.

e. In person June Meeting – Region 2 local meeting has been cancelled and will now be held on Saturday at the NABIP National Convention in Miami.

f. National Convention – please let us know who is attending

g. Rock the Block – 6/1 sponsor award for a rising star event. Let Melissa know if anyone can attend.

5. Committee Updates

a. Sponsorship – Monique

- Board to continue to assist with getting sponsors for the Golf and Expo event.

b. GCF – Christie/Monique

- GCF finalizing applications for non-profits. Monique will let us know the organizations voted on by GCF.

c. Awards – discussed earlier

d. Professional Development – Matty – Melissa working with Matty to get CEs approved for Expo.

e. Membership – Nikki

- slowly increasing

f. Communications – Chase

- Chase will send us a social media report.

6. Minutes –

Not enough board members on the call to vote for minutes. Some had to leave early.

Melissa will send an email to vote.

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

Not enough board members on the call to vote on the financials.

Melissa will send an email to vote.

8. Tim Kanter – joined our meeting and spoke about his platform as he is running for NABIP National Vice President

9. Other new business?

- June 10th will be our in-person board meeting

- Melissa reminded us to follow the Region 2 LinkedIn page.

9. Adjourned at 10:15 a.m.