



**NABIP-MD Board Meeting
February 11, 2025
MINUTES**

Attendees: Melissa Coles, Bryson Popham, Nancy Colaianne, Joe Seifert, Glenn Arrington, Michele Sargent, Matthew Breshears, Chase Notari, Colleen Nichols, Monique Spagnola, Meredith Levy, Nikki Pozaro

Absent: Kevin O'Toole, Candace Fallin, Alyssa Sinagra, Jon Frank, Christie Tinio, Eric Silverman, Joan Smith

1. Call to Order – Melissa at 9:03 a.m.
2. Bryson, Joan, Glenn, Jon, Kevin – State Legislative update
 - Bryson thought we had a great “Day on the Hill”
 - There will be a leg comm meeting on a few issues we will take position on including the PEO bill.
 - The top priority is the Med Sup of Medicare.
 - Bryson will be meeting with the legislators but will meet with the legislative committee to create and present his report and opinion.
 - Melissa and Monique shared that they felt the Day on the Hill was very productive and informative.
 - Glenn shared that everyone that he felt most everyone they met with listened. Noted the PEO bill sunset should be 2 years not 3.
 - Senate bill 956 compensation for agents. The department of labor was not invited and should have been to allow fact finding. Glenn felt there was a lot of work carriers did and people are looking forward to getting the compensation. If it gets postponed, people won't get the benefit for 3 years.
 - MD Health Insurance Commission, House bill 718, is written to figure out if state subsidies run out, how will people continue to get insurance. Bryce said the legislative committee will review that at their meeting.
 - Bryce said he feels very good about the composition of our legislative committee. We have experience in the right places.

Bryson left at 9:10 am

3. Open Items – none reported

4. Presidents and Jaffe Update –

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

- Coming along fairly well with planning.
- Melissa completed the required sponsorship documents for CareFirst.
- Meredith noted we have Title - Amwins, Platinum (would be CareFirst), Gold – MHBE, Silver – Guardian and Colonial Life, 7 Bronze – MZQ, Eyemed, Aetna, Ameritas, Kelly Benefits, Sentara, Benefit Mall

As of this morning we have 7 exhibitors

Expo sponsorship anticipated revenue - \$77,000 Golf sponsorship revenue - \$5,900
Would like us to drive more Gold Sponsors and above. The more people who ask, the better.

- Requested Melissa save a copy of the CareFirst sponsorship application so the person who has to complete it next year can duplicate the steps.
- We are also looking for CE providers. Would like to have a “long term care” CE at the Expo. Michele will follow up with Mike Walker.
- Matty will assist with getting the CEs approved.
- Our goal is to have an agenda by the end of the month to begin sharing
- We want to highlight our sponsors on social media
- We will include highlighting the bronze sponsors along with higher levels

b. Capitol Conference – February 23 – 26, 2025

- Nancy, Melissa, Colleen, Kevin, Candace will attend
- Still want to have a pop-up Happy Hour for all NABIP MD conference attendees

c. Regional Meetings

- Melissa received photos and needs assistance identifying the people at Day on the Hill she does not know. She wants to share on our website and LinkedIn posts. Bryson wants to have a webinar and include a few members to get perspectives on discussions from Day on the Hill.

- Melissa brought up missing board members on our NABIP MD website. Meredith will review and update all locations.

Meredith asked us to send her anything we would like to add to the website.

5. Committee Updates

a. Sponsorship – Monique

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

b. GCF – Christie/Monique

- Currently reviewing financials and making plans for 2025. Monique asked that we share with her any cause that we are interested in.

- Monique was on a sports talk radio show sharing information about GCF and giving information on partnerships.

- c. Awards – Colleen is working on the legislative award that is due 1/15/25.
 - Anyone on the Leading Producers Round Table because Colleen has lots of questions. Nancy suggested she contact Collette.
 - We need to make sure there is an agenda for the legislative meeting and Joan is going to start recording the meetings. We need to document the meetings if we wish to get awards.
 - April is the deadline for awards submissions.
- d. Professional Development – Matty
- e. Membership – Nikki
 - Some people have reached out to Kevin to become members
 - Reminder to look at the member emails that Jaffe sends out
 - We have 204 members
 - We need to create value for big agencies to entice them
 - Nancy suggested contacting Jasmine for information on what National is doing for large agencies that we can utilize.
 - We need to get someone to assist with membership which will allow us to be more connected to members, and drive membership.
 - Monique will contact Christina Gross about potentially assisting with membership.
 - We need a PAC chair. Bryson said it's illegal that we don't have a PAC chair. Glenn and Monique will talk to Brad Mainster. We technically have someone in the spot, but they are not active. Dan Altmeyer is another option.
- f. Communications – Chase
 - Chase reminded us to repost LinkedIn posts
 - Melissa encouraged everyone to follow the NABIP Region 2 group and also to attend the Region 2 events coming up.
 - Melissa wants to find out what we need to do to host Region 2. Current board has concerns about hosting because we lost money last time we did. Nancy suggested Melissa speak to Stacy Fry about the concerns.
 - Stacy Fry announced she is stepping down after her last term from Region 2.

6. Minutes –

Michele approved the Minutes

Glenn second the Minutes

All approved.

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

- Annually we budget \$500 for PAC donation and send before Cap Con.
- Bryson wants to give \$1,000 to the MD PAC, if NABIP-MD will match it.
- Meredith said we have some money in the bank and can invest. We could wait until after the Expo to see how much money is brought in. Would be best to start putting money in a PAC that is active. We do have \$3,000 currently in our NABIP-MD PAC.

- We need to create a donation form and get people to donate.
- Nancy asked if we could amend our budget to exclude Afternoon in Annapolis since we are not going to have it.

Monique approved Financials

Michele second the Financials

All approved.

8. Other new business?

9. Adjourned at 10:00 a.m.