



**NABIP-MD Board Meeting
June 10, 2025
MINUTES**

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

Absent: Eric Silverman, Matthew Breshears, Joe Seifert, Christie Tinio

1. Call to Order – Melissa at 9:08 a.m.
2. President's Greeting – Melissa welcomed everyone to the board meeting at the Amwins office in Hunt Valley
3. Bryson, Joan, Glenn, Jon, Kevin – State Legislative update
 - Bryson reminded us that governing law states he is not permitted to solicit but can give us advice on PAC with Melissa's permission.
 - A couple key discussions for the board to consider are:
 - a. The chapter does not have to respond to every fundraiser solicitation we receive when the session is over
We want to work with legislators who are willing to learn about the business, which makes them advocates when the legislature goes into session.
Bryson suggested we continue to work with Senator Brian Feldman.
Kevin feels the senator is very open minded.
Senator Feldman was the Senate sponsor, who when a bill is in, it doesn't mean he believes in it.
Bryson stated the board should be selective in our opposition and he feels we can support five legislators on a consistent basis. We need to have someone in addition to Kevin and Glenn who understands our business when they are speaking at the legislative committees.
 - b. Bryson suggested we establish a financial target for our PAC budget. We need sufficient money to kick off and encourage members.
Next year is the last year of the legislative cycle which is an election year.

While we can't always predict if a legislator will be re-elected, Bryson feels Senator Biddle is someone he would put on our short list.

c. Fundraising alone isn't enough. We need to host more effective smaller meetings and bump up the donations.

Kevin noted it enhances communication when you get to build relationships. Bryson noted he gave advice along with a PAC contribution to show his investment.

He feels our current legislative committee is good, and when they along with Bryson make a decision, they effectively take it to the board for final approval, which is progress.

Glenn commented he appreciated Bryson's explanation. He agrees that whatever we agree on as the legislative committee, he wants help to figure out how to go about getting members to see the value in donating to PAC.

Bryson suggested we review the PAC budget at every board meeting.

We should also schedule legislative and PAC meetings to discuss recipients of PAC funds.

Glenn added that with football season comes along or during March Madness, we can host a PAC fundraiser. Bryson second that stating those formats raise a lot of money.

Bryson noted he trusts Alyssa can also provide good recommendations for support on the Eastern Shore.

- Legislative CE are another provision in the expanded services Bryson offers. Bryson and Joan will put together a travel packet to submit to Sircon, that includes an hour or two in two areas. It can be Eastern Shore or Western MD, or closer to the Hunt Valley area. Wherever we feel it would be worth it for a minimum of 1 attendee.

Nancy stated she is hopeful that the Frederick area would be accessible for people in the Greater Washington area to avoid DC traffic. Kaiser has a Frederick office that could be used.

Meredith suggested we combine it with another hour of someone else who would be a draw, and we can have 1 hour State leg and 1 hour Federal leg updates.

Kevin was asked to speak on Federal and he agreed but noted he would not have time to put content together. Suggestion was made to check if NABIP National has preapproved content that he could share.

Suggested time is right after Labor Day on September 2nd.

Medicare CE - Kevin suggested we include ICHRA and he has a contact we can use.

Glenn suggested a speaker on MHBE. Alyssa will contact Michelle Eberle.

Bryson reminded us to consider the potential changes to Medicare and ACA eligibility.

Considering a speaker panel that would include Bryson as the moderator. Bryson is also available to do a 1 hour CE and then moderate a 1 hour panel Board to contact Rita and Michelle once we have finalized a date and location.

Bryson finished speaking at 9:53 am and asked to stay a few minutes longer

3. Keith Wallace was scheduled to join our meeting at 9:30 am for a few minutes, but he did not. He is running for NABIP National Secretary. Melissa shared that Dave Mordo is also running for NABIP National Secretary and she feels he is very knowledgeable and passionate about NABIP.

5. Minutes – May

Michele approved the Minutes

Brad second the Minutes

All approved.

6. Financials – Michelle, Melissa and Meredith

With Jaffe termination, Meredith met with Michelle and Melissa to discuss the transition of Financials.

Michelle noted we need to put in a new budget for the year and, in review, will include the final 2025 Expo numbers.

Kevin approved the Minutes

Nancy second the Minutes

All approved.

7. Planning Session

a. Board Positions

Melissa asked board members to confirm if they wish to remain in their current board positions.

Board members need to let Melissa know if they wish to have a separate conversation about potential position changes.

Chase said he is happy to continue as the Social Media chair and assist with the website as part of the Jaffe transition.

Melissa shared that current positions may need subcommittees. Ex. Membership

Kevin is still getting membership emails which need to be sent to Brad. Melissa stated that should be corrected once the roster changes take effect on our website.

b. Budget

Michelle and Melissa are working to finalize the budget by August.

c. Medicare Symposium – Medicare adding ACA and ICHRA this year

i.) Survey results – people want a location on Eastern Shore or in Columbia

ii.) Date – August 28, 2025

iii.) Location - TBD

iv.) Committee – Alyssa, Colleen, Glenn, Jessica, Brad, Monique, Candace

Alyssa confirmed we want to invite carriers who sponsor the event. Will work with Monique as the sponsorship chair.

Alyssa is working on CE speakers for the event. Kevin suggested we contact Take Command as a speaker.

We will schedule separate regular Medicare Symposium committee meetings

d. 2026 Expo

The survey results showed really good feedback about the event and especially the food.

The board agreed we should host the golf outing and separate expo days again for 2026.

We will have separate committees for golf and expo.

Potential event dates of May 12 & 13, 2026. Will need to confirm no scheduled carrier events for those dates.

e. Jaffe Transition 7/31/25 – transition checklist provided to board separately

i.) Review services – Meredith/Jaffe suggested we schedule meetings with her before she is on vacation next week.

Meredith needs to meet with Glenn to discuss PAC monies.

Nancy asked Meredith if our D&O insurance was captured on the transition checklist. Meredith to review since Nancy has received renewal email notifications.

Meredith left the meeting.

Brad was asked to contact Brooke Wilson about eCommerce access as part of the membership committee.

Melissa noted the transition document reflected a lot that Jaffe is supposed to do for the chapter.

ii) Jessica Parker has expressed interest in being part of the chapter to absorb some tasks from Jaffe. Jessica is very passionate about NABIP.

The board is considering creating an Executive Director compensation in lieu of Jaffe. The board needs to decide on what we will utilize Jessica for.

The board committees to meet with Meredith separately to review specific transition items. Jessica to be included on some of the meetings.

Colleen will continue as Awards chair, and the chapter will organize events in accordance with National awards.

Colleen advised we need to get leadership training for board members as part of the awards. It does not have to be specific to NABIP leadership training.

Melissa wants us to work on creating an events calendar.

Joe Seifert will remain member-at-large. We need confirmation from Eric Silverman that he will continue as part of the board.

Melissa encouraged the board to be vocal this year and would like everyone to be more involved.

Glenn thought the transition checklist looked overwhelming, but Nancy expressed some things on the list can take 2 minutes, while others take 2 hours.

f. Bylaws –

Nancy stated the bylaws have been brought up to date with National since Nancy was president, even though they don't have the updated logo.

Many on the board felt Jaffe did not do what we expected for the payment they received.

g. President Elect?

Melissa shared that she would like us to consider a President-Elect for next year and let her know of any potential leads.

h. National Convention – June 27th in Miami

Chapter attendees are Melissa, Colleen, Alyssa

i. Additional events

- i.) Happy Hours
- ii.) CE's –
 - a. Medicare Symposium
 - b. State / Federal CE
- iii.) Holidays

Nancy suggested we try to get polo shirts for the board members, or something to identify we are NABIP board members during events

Melissa also suggested the badge ribbons to reflect tenure, title, etc.

The board agreed we want to get CE approvals for DC and VA. Along with ethics and life & health CEs after 4th quarter.

Kevin suggested we consider including free CEs to the members as part of their dues. Nancy said some of our carriers offer CEs that we can tap into.

Jessica suggested a "Get to Know NABIP" event as a virtual webinar.

National is looking into whether NABIP should be specific to Medicare as well.

Consider having Bryson make a video on legislation, what we do and did in Day on the Hill.

Glenn suggested a replacement for Bryson since he will be retiring soon. The board noted that Bryson may also have a replacement in mind, but we can utilize him for that transition.

8. Open items -

Melissa advised she would like to have separate regular committee meetings.

Nancy commented that she like where we are as a board and thinks it is important that we continue to build on what we currently have.

The board needs to figure out ways to attract the big agencies to become part of NABIP MD. Monique suggested we start a committee that can further explore options.

9. Adjourned at 11:23 a.m.