

Board Meeting Minutes

Monday, 2/6/23, 12-4pm Aloft Tallahassee Downtown, Tallahassee, FL

Board members in Attendance:

Angela Mlynarski, Morgan Campbell, Josh Hoppe, Corey Lilburn, Don Griesheimer, Chris Kinley, Suann Southwick (proxy for Gulf Coast), Carol Taylor, Jacqueline Perez, Stacy Murphy, Tammy Cravotta, Dave Sherrill

Also in attendance: Brittany Livingston, Julie Parks, Bob Wool, Mark Hicks, Toni Wells

Absent: Chris Yarn, Jen LaTour, Tonda Lawson, Rhett Robbins, Michael Teller, Ashley Kapostins, Artie Hoffman, Michele Malooley, Angela Cervio

Call to Order by President, Angela Mlynarski at 12:09pm. Quorum was established.

Dave Sherrill read the anti-trust statement.

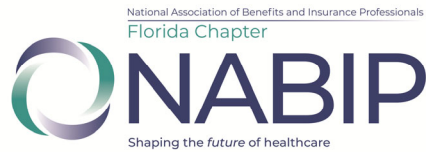
Motion made by Morgan Campbell to approve minutes from December Meeting, Chris Kinley seconded the motion. All in favor, minutes approved.

President's Report – Angela Mlynarski

Thank you to all for being here and a personal thanks to Corey for pulling everything together and his great communication to all for making this Day on the Hill happen. We're working on the name change, just waiting on the state, but we're on top of everything.

Treasurer's Report -Josh Hoppe

Financial reports were distributed. Josh reviewed them and noted that we have double the assets of what we had this time last year. \$111,582.08 on hand compared to \$55,731.01. \$5,000 debt was paid off earlier this year. We have \$2,000 that was contributed by chapters for Hurricane Ian relief that is showing as a Current Liability. Funds will be returned to the chapters if not needed. Overall, in very good shape considering funds for Symposium are just not starting to roll in.



Executive Director Report – Dave Sherrill

Since our Zoom meeting in December, I have worked with Morgan and Ken on putting the 2023 Symposium Sponsor Brochure together and once it was finalized, I sent an email blast to last year's sponsors as well as several additional prospective sponsors. I've processed the first sponsorship form submitted by Diversified Administration. I will also be working on building the registration site and am working with the committee on all of the other aspects of this event.

I filed the name change paperwork with the state on 12/11. Per their website as of 2/3, they are currently processing Corporate Amendments received on 11/7, so we probably have another 5-6 weeks before they get this processed. I won't be able to change the bank account until after the state approves the change.

I put together and distributed the December and January Newsletters with Brittany's assistance in gathering content, and I am working on February's, which will hopefully go out by the end of this week.

I sent a new sign-in sheet out to all of the chapter presidents for tracking meeting attendance for 2023. I've started a new spreadsheet and have been compiling attendance for credit in 2023. Thank you to Tampa Bay and Capital Area for getting their attendee lists to me for January. Please send these to me after your chapter meeting each month, unless the program is already filed for CE.

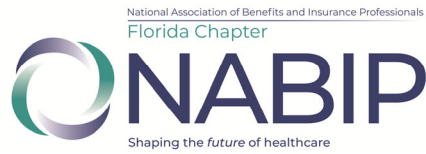
I sent the bank statements for December and January to Josh to reconcile the bank accounts and confirmed that all is good. I ran the financial reports for this meeting and printed copies for those attending.

I worked with Ben Davis to create logos for each chapter using the NABIP name and shared them with the chapters.

I worked with Kenny at Kazoo Creative to create the new NABIPFL.org website and paid him the balance owed for the work he did. I am continually working with him to keep things up to date and had him create a landing page for the symposium, where the sponsor brochure and hotel booking link are currently available. He will be adding a banner add to the home page for this, once we get the graphics used for the sponsor brochure.

I redid the Tampa Bay Chapter bylaws to change their name to National Association of Benefits and Insurance Professionals Tampa Bay Chapter and sent them to Tammy and Clare to submit to NABIP with Tammy's signature. I also sent them a second version with suggested amendments to be considered.

I invoiced all of the chapters for the domain names that we secured for them. I've received payment from all chapters except for Jacksonville. Several of the chapters currently have the new domain addresses going to their existing websites. Central, Broward and Capital Area sites have been updated with the new name.



I invoiced all of the chapters for their share of the 2023 D&O insurance and have received payments for all of them except Jacksonville and Southwest.

I have been asked to run for NABIP Regional Vice President at the annual convention in New Orleans this summer. I will only do that if I have the full support of the Florida and Central Florida boards. I need endorsements from at least 3 chapters to get on the slate.

The best way to reach me is always email at info@nabipfl.org (fahu@fahu.org still works, too). If you need to speak to me, please call me at my office 407-831-5000. If I'm not there, you can contact me via my cell at 407-221-5082.

Carol Taylor made a motion to nominate Dave Sherrill for RVP. Tammy Cravotta seconded it. All were in favor. Angela signed nomination form on behalf of NABIP Florida

Past President's Council Report – Ashley Kapostins –

Ashley texted Dave that thousands of dollars were sent out to help several members with hurricane Ian expenses.

Professional Development Report – Michael Teller

Michael did not provide a report, so Vice-Chair, Carol Taylor reported that the 4 Hour Law & Ethics CE has been filed and approved for 2023. Wayne Sakamoto is working on updating the PPT. Symposium presentations should try not to be too salesy to get approved for partial credit seminar CE credit. Carol will try to write some new courses for the school in a couple of months. 1 will be "There's More Than HIPAA" regarding potential fines and penalties that could be incurred. Don G. said he would like a course based on what can be said, that company staff claim they can't discuss due to HIPAA.

Legislative Committee Report – Corey Lilburn

- Day on the Hill – today and tomorrow!
 - Agenda for Monday after board meeting
 - 4:30p Briefing / Review Talking Points
 - Agenda for Tuesday
 - 8:30a Chief Financial Officer, Jimmy Patronis
 - 8:45 Florida Insurance Consumer Advocate, Tasha Carter
 - 9:00 Division Director, Agent and Agency Services, Greg Thomas
 - 10:00 Sachs Media Founder, Ron Sachs
 - 11:00 Appointments and drop-offs all day!
 - 1:00p NABIP FL Group Photo – Senate Chamber
 - Talking Points and NABIP FL rebranding and advocacy statement are combined on one card stock sheet of paper to be used as handout/drop-offs – see attached
 - 68 appointments have been set so far (as of morning of 2/6)

- 46 House; 20 Senate; Plus Attorney General and Secretary of State
- By Chapter (hats off to Angela McNay and Colby Jackson for leading the way!):
 - Broward 0
 - Capital Area 5
 - **Central 18**
 - Gulf Coast 6
 - **Jacksonville 13**
 - Miami 5
 - Palm Beach 6
 - Southwest 1
 - Tampa Bay 5
- Members in attendance by chapter:
 - Broward 0
 - Capital 9
 - Central 7
 - Gulf Coast 4
 - Jacksonville 4
 - Miami 2
 - Palm Beach 2
 - Southwest 0
 - Tampa Bay 4
- Our name change has been introduced into legislation – HB487 (pg 37, line 905)

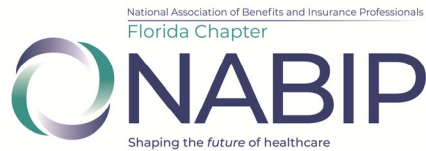
- Capital Conference coming up for Feb 26 – Mar 1 – REGISTER TODAY!

NABIP PAC Report – Terry Singleton -Submitted in writing

I will be unable to attend in this board meeting. My NABIP PAC Report is below including a giving list for NABIP FL 2022 leadership (attached). Many, many thanks to those that contributed!!

While I understand that each of us must choose careful how to use our limited resources, it seems to me that a contribution to NABIP PAC is warranted in some amount. If not, I would like to discuss with that individual the value of the organization.

As a chapter leader at NABIP, I hope all will lead by example (as most are doing!) and be one of the PAC's supporters. The average contribution to an Association PAC nationally is \$60/yr. The current average contribution to NABIP PAC is \$330/yr! As a leader, I think we should be above average.



I ask that everyone check out NABIP PAC's NEW 2023 Contribution Levels & Benefits here. Please contribute today to ensure that NABIP PAC will have a strong 2023!

Thank you again for all those that contribute, and all these leaders do for NABIP and NABIP FL!

Results from Last Year:

With many new faces in Congress, many need to be educated on the role of agents, brokers, and benefits specialists in our healthcare system. HUPAC's goal is to ensure NAHU continues being at the table when legislation and proposals are being discussed. Because of our success in fundraising we are increasing the funds we give to those in leadership, in committees of jurisdiction, and our legislative champions.

HUPAC broke our 2020 success record with a win rate of 93% this campaign cycle. HUPAC supported 218 federal candidates in the 2020-2022 election cycle. Of those 218 candidates supported, 201 were reelected to Congress while 17 lost their elections in the primary or general. From a dollar amount perspective, \$686,500 was disbursed to candidates in the 2022 cycle. Of the \$686,500 disbursed, \$635,000 went to winning candidates while \$51,000 went to losing candidates.

HUPAC supported 177 House members and 41 Senate members in their reelection campaigns last cycle. 113 of the candidates HUPAC supported were Republicans while 105 were Democrats. As a bipartisan PAC, HUPAC strives to give equally to candidates who support us and our issues.

In Region 5, HUPAC supported 27 candidates with 25 winning re-election. Also in Region 5, HUPAC supported 5 non incumbent candidates from Florida and Georgia and all 5 won election in their perspective races. We supported 18 Republicans and 9 Democrats in this region.

Rep. Scott Franklin, FL-15: attended a thank you reception for the Congressman. Former Navy fighter pilot serves on Armed Services but owned an insurance agency (recently allowed his license to lapse). Good friend to our locals during his days in the Florida legislature. Should be solid on healthcare issues for us.

FAHU-PAF Report – ?

Angela stated that we're still having issues. She did speak with Bill Hepscher and he was going to reach out to Julian Lago to work on righting the ship. Vicky Major-Bell emailed Dave, that she's approving the PAC Managers expenses, but feels there needs to be an active board.

Agent’s Representative Report -Michele Malooley

No report provided in Michele’s absence.

Chapter Development & Leadership Report – Julie Parks

Julie and Vice-Chair, Mark Hicks have been reaching out to the chapter presidents to help get them at least Silver Certified. Angela wants every chapter president to utilize the support being offered by Julie and Mark. If all chapters get at least Silver certification, Angela will do something for them.

Benefits and Medicare Symposium Report – Morgan Campbell

This is booked to be held at the Rosen Centre on International Drive in Orlando, July 17-19. Monday night will be a welcome reception and Tuesday will be a Legislator Meet & Greet. The sponsor brochure is done and on the website and has been sent out to past sponsors. Marcy Buckner with NABIP is secured to speak. Working on someone from the state of Florida: Gov. Desantis or his wife, CFO, AG, Secretary of State. Melissa & Ken have secured several if not all Medicare speakers.

Membership Report- Rhett Robbins

Membership Data Pulled 2/2/2023

Chapter	New Members	Total Members 2/23	Total Members 12/22	Member Enrollment Change	New Growth %
Capital	6	43	37	6	14.0%
Dade	0	40	40	0	0.0%
Southwest	0	41	45	-4	-9.8%
Gulf Coast	0	56	56	0	0.0%
Jacksonville	1	66	67	-1	-1.5%
Broward	1	68	71	-3	-4.4%
Palm Beach	0	113	115	-2	-1.8%
Tampa Bay	2	117	122	-5	-4.3%
Central	1	153	156	-3	-2.0%
Total	11	697	709	-12	-1%

- 697 total members as of 2/02/2023
- 11 New Members Added from October to November
- -12 Net Loss of Membership

Shout out to the Capital Area Chapter for adding new members since December. Keep up the Great Work!

NABIP Accomplishments – Good “WHY” Reason to belong to NABIP:

NAHU Addresses Public Option and Medicare for All

- Flooded Congress with more than 1,500 messages about the danger of the public option and Medicare for All
- Mobilized efforts in 20 states to combat public-option legislation
- Published multiple editorials in top-tier media outlets highlighting the perils of the public option

NAHU Works to Reduce Prescription Drug Costs

- Supporting PBM pricing and rebate disclosure for employer-sponsored plans
- Instrumental in addressing the PBM rebating issue relating to Medicare

Regulatory Wins

- Hospital transparency
- Quality and price transparency
- Regulatory waivers to encourage state reinsurance programs

Legislative Victories

- Limits on surprise billing
- Repeal of the HIT and Cadillac tax
- Protect employer exclusion
- Legislation to ease employer-reporting requirements

Updated – Links to NABIP resources:

New Member Welcome – <https://welcometonabip.org/>
 Agency Dues Model – <https://nabip.org/membership/agency-dues-model>
 Speakers Bureau – <https://nabip.org/professional-development/speakers-bureau>
 Training Videos – <https://videos.nabip.org/>
 Ecommerce – online 24/7 reporting system – <https://nabip.org/chapter-resources/leadership-reports/ecommerce-items>
 Sponsor reports – <https://nabip.org/chapter-resources/leadership-reports/sponsor-reports>
 Monthly Membership Reports – <https://nabip.org/chapter-resources/leadership-reports/membership>
 Tools & Resources – <https://nabip.org/chapter-resources/chapter-tools>
 Triple Crown Info – <https://nahu.org/resources/awards/presidents-triple-crown-program>
 Infographics – <https://nabip.org/membership-resources/promote-yourself/infographics#page-1>
 NABIP PAC – <https://hupac.nabip.org/>
 FAHU-PAF – <https://fahu.org/legislation/fahu-paf>

Retention Report- Haylie Allegra

Scheduled to be Dropped if Not Renewed in the next week or two.

Full_Name	Company	Join_Date	Paid_Thru	Email	Chapter	Work_Phone
Leidy Sotolongo	S & S Consulting and Insurance Grp	8/12/2022 0:00	11/30/2022 0:00	leidy@insurewithdbe.com	FLBROWARD	(954) 699-36
Hansel Chacon, CRC	Allstate Benefits	11/10/2021 0:00	11/30/2022 0:00	hansel.chacon@allstate.com	FLBROWARD	(305) 333-46
Eric D. Riggensbach	CornerStone Financial	8/21/2021 0:00	11/30/2022 0:00	Eric@CornerstoneFinancialCoach.com	FLCAPITAL	(850) 862-80
Samuel Rennard, LUTCF	Colonial Life	7/13/2020 0:00	11/30/2022 0:00	sam.rennard@coloniallifesales.com	FLCENTRAL	(407) 432-22
Derren James Bryan	Avail Benefits	6/13/2016 0:00	11/30/2022 0:00	derren.bryan@availbenefits.com	FLGULFCOAST	(863) 773-62
Brenda H. Dirkse	Coastal Community Health Resources, LLC	5/24/2021 0:00	11/30/2022 0:00	brendahdirkse@gmail.com	FLJACKSONVIL	(904) 483-80
Staci Martin	Prominence Health	10/19/2021 0:00	10/31/2022 0:00	staci.martin@uhsinc.com	FLPALMCOAST	(561) 301-69
Arlene Morosco	Prominence Health	10/19/2021 0:00	10/31/2022 0:00	arlene.dill@uhsinc.com	FLPALMCOAST	(954) 868-13
Cherry Hood	Marcus Hood Insurance	8/31/2022 0:00	11/30/2022 0:00	cherry@marcushood.com	FLTAMPABAY	(816) 645-98

Chapter	Billed Not PAID - Oct	Billed Not PAID - Nov	Billed Not PAID - Dec	Lapsed Since October
Capital	0	1	0	2
Dade	0	0	0	0
Southwest	0	0	2	2
Gulf Coast	0	1	1	2
Jacksonville	0	1	0	3
Broward	0	2	2	4
Palm Beach	2	0	7	4
Tampa Bay	0	1	1	7
Central	0	1	0	4
Total	2	7	13	28

At Risk- Billed Not PAID – October thru December 31st

Full_Name	Company	Join_Date	Paid_Thru	Email	Chapter	Work_Phone
Leidy Sotolongo	S & S Consulting and Insurance Grp	8/12/2022 0:00	11/30/2022 0:00	leidy@insurewithdobe.com	FLBROWARD	(954) 699-367
Hansel Chacon, CRC	Allstate Benefits	11/10/2021 0:00	11/30/2022 0:00	hansel.chacon@allstate.com	FLBROWARD	(305) 333-468
Francisco Rivera	Dedicated Senior Medical Center	7/30/2021 0:00	12/31/2022 0:00	francisco.riveravigo@dedicated.care	FLBROWARD	727-215-468
Michael Lerner	AvMed Health Plans	11/9/2010 0:00	12/31/2022 0:00	mike.lerner@avmed.org	FLBROWARD	(954) 627-627
Eric D. Riggenbach	CornerStone Financial	8/21/2021 0:00	11/30/2022 0:00	Eric@CornerstoneFinancialCoach.com	FLCAPITAL	(850) 862-808
Samuel Rennard, LUTCF	Colonial Life	7/13/2020 0:00	11/30/2022 0:00	sam.rennard@coloniallifesales.com	FLCENTRAL	(407) 432-222
Derren James Bryan	Avail Benefits	6/13/2016 0:00	11/30/2022 0:00	derren.bryan@availbenefits.com	FLGULFCOAST	(863) 773-628
Mr. Justin Miedema	Executive Resource Insurance Network	12/27/2013 0:00	12/31/2022 0:00	justinm@erinusa.com	FLGULFCOAST	(941) 923-944
Brenda H. Dirkse	Coastal Community Health Resources, LLC	5/24/2021 0:00	11/30/2022 0:00	brendahdirkse@gmail.com	FLJACKSONVIL	(904) 483-803
Staci Martin	Prominence Health	10/19/2021 0:00	10/31/2022 0:00	staci.martin@uhsinc.com	FLPALMCOAST	(561) 301-696
Arlene Morosco	Prominence Health	10/19/2021 0:00	10/31/2022 0:00	arlene.dill@uhsinc.com	FLPALMCOAST	(954) 868-133
Danielle Diaz	The Emerald Financial Group	8/11/2021 0:00	12/31/2022 0:00	danielle@emerald-financialgroup.com	FLPALMCOAST	(561) 437-650
Suzann Eusepi Green	Sue Eusepi & Associates Inc	8/3/2020 0:00	12/31/2022 0:00	sue@sueeusepi.com	FLPALMCOAST	(561) 747-879
Jacob Franklin Voth, VI	Voth Insurance	9/28/2018 0:00	12/31/2022 0:00	vothinsurance@gmail.com	FLPALMCOAST	954-605-1605
Alison L. Clemens	Clemens Enterprises, Inc	11/3/2015 0:00	12/31/2022 0:00	alison@clemens-enterprises.com	FLPALMCOAST	(630) 971-809
Audrey Cynthia Snow	Reliable Insurance & Financial Services Inc	10/16/2015 0:00	12/31/2022 0:00	audrey@audreycsnow.com	FLPALMCOAST	(561) 523-802
Bobby Leesman	Enrollment Alliance	3/6/2014 0:00	12/31/2022 0:00	bobby@enrollmentalliance.com	FLPALMCOAST	(813) 341-299
Stephen D. Barden, RHU		2/1/1985 0:00	12/31/2022 0:00	sbardenfl@aol.com	FLPALMCOAST	(561) 309-003
Luis Tornes	Owen Insurance Group	8/23/2021 0:00	12/31/2022 0:00	luist@ltdtinc.com	FLSOUTHWEST	(941) 258-477
Preston Vertich	EBIS	9/7/2018 0:00	12/31/2022 0:00	preston@ebisbrokers.com	FLSOUTHWEST	(239) 936-810
Cherry Hood	Marcus Hood Insurance	8/31/2022 0:00	11/30/2022 0:00	cherry@marcushood.com	FLTAMPABAY	(816) 645-983
Sean Callahan	Brella	12/15/2021 0:00	12/31/2022 0:00	sean@joinbrella.com	FLTAMPABAY	813-990-9103

Per Chris Kinley, Michael Lerner is no longer with AvMed. He is now working for HealthEquity. Chris will try get him renewed in his new position.

Report Notes:

- Will be reaching out to all Chapter Membership Chairs to provide them names of all past due and lapsed members within their chapters so they can reach out.
- Still accepting testimonials regarding NABIP membership experience for our newsletter. Pictures from events or “wins” anyone would like to share would also be useful.

Nominations Report – Tonda is unable to uphold her responsibility in leading this committee. Dave explained that Angela would like to serve a 2nd year as President and that Morgan is OK with this. Carol Taylor made a motion to nominate Ashley Kapostins as Nominations Chair. Tammy Cravotta seconded. All were in favor. Angela will be vice chair and Ashley will need to name a Past President to serve on the committee. We will also research and review and discuss if a bylaws amendment is warranted, at the next board meeting.

Awards Report – Jen LaTour submitted in writing - will work with Dave/NABIP national to get the majority of what we need. Items to consider for points:

- Strategic plan to submit (we had the meeting – let’s show the plan) – 100 points
- Member needs survey – (could be the one we did for symposium?) – 50 points
- Identify a NABIP Foundation board champion – 25 points
 - Provide a Foundation update at board meetings – 25 points
- Awards event honoring members & other achievements – 100 points
- Officers participation in NABIP officer training modules – 120 points possible
- Active Membership Campaign - One day blitz – 25 points

Angela appointed Julie Parks as NABIP Foundation Champion. Julie will provide a Foundation update at board meetings going forward.

Ways & Means Report – Holly Thomas
No report was provided in Holly’s absence.

Media Relations/Communications Report –Brittany Livingston

Brittany took a group photo of the board meeting. She will keep bugging everyone for newsletter content. Send her anything that you'd like to share on the NABIP FL LinkedIn page.

Chapter reports

Tampa Bay -Tammy Cravotta – Big carrier panel meeting this month. Pretty much sold out with 100 RSVP's already. Going to offer a CE in March. 4 Hr Law & Ethics offered in person in May. Working with President-Elect to make for a smooth transition this summer.

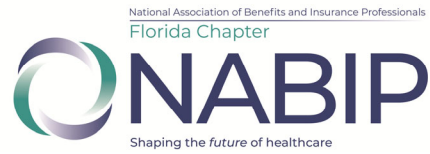
Miami- Jacqueline Perez – in December they partnered with Heartbeat of Miami. Donated toys and \$200. Meet last Wednesday of each month at Cooper's Hawk in Doral. Planning to offer 4 Hr Law & Ethics in Spanish in March. Ruby with Savoy is translating the course and helping with marketing in Spanish. Working on at least Silver, possibly Gold Certification. Using sample chapter bylaws from NABIP.

Capital Area – Don Griesheimer – shooting for Silver Certification. 15 core members who attend all of their meetings. Mark Hicks is bringing on 10 more members by doing an Agency Dues Model membership. Peggy has speakers lined up for the rest of the year. Mark is working on revising their bylaws with the new name.

Palm Beach- Stacy Murphy -Had 33 in attendance at January meeting. Doing hybrid with speaker on Zoom is a mess. Diversified presented a 1 hour CE. February had 40 in attendance, with Stacy and RBG speaking on cross-selling. Only about 15 were personal producing agent. March will be an Estate Planning Attorney. April is their Vendor Expo. 17 vendors so far. Wayne will present 4 Hr Law & Ethics CE in May. June will be a member appreciation meeting.

Jacksonville – Carol Taylor – In January they had a pharmacist from a community pharmacy speak. He touched on all audiences, Medicare, commercial, PBM's, compounding. Overall great speaker and presentation. This month will be a speaker on Payroll/PEO. March will be member appreciation event at Best Bets, where they'll have a poker tournament with a bounty for knocking out Dave Sherrill. Regular meetings will continue to be virtual, as the participation is better than in person. Will do social events for getting together in person.

Gulf Coast – Suann Southwick – Meeting in person again at Gecko's. January, Wayne Sakamoto did a CE on Yoga. February will be independent living. March, Emergency Devises. April will be an Estate Planning Attorney who will talk about IRMAA surcharges. Want to offer Law & Ethics CE in May, if they can find someone to present it. June will be a 2 hr CE on Reference Based Pricing. For Christmas they



stuffed bags and took to a senior center. Bylaws have been updated. Just need to be submitted.

Central Florida – Chris Kinley – Marcy Buckner spoke at January meeting. Andy Juster is speaking on PEO's at February meeting. March will be a carrier panel. April's speaker will be on Social Media. April 14 is our annual golf tournament with NAIFA Central Florida. May will be a social event instead of regular luncheon.

Broward County – No Report, as no one was in attendance from Broward.

Southwest – No Report, as no one was in attendance from Southwest. Matt Dinkel told Corey that they don't even have a chapter.

Old Business –

Don asked about StarChapter, since they are soliciting him. Tampa Bay uses them and Tammy doesn't really recommend.

New Business –

Angela's ask for leadership training in April: Please provide top 3 things that you wish someone had told you when you stepped into your leadership role.

Next meeting will be the morning of 4/21 in Altamonte Springs with Leadership Training in the afternoon.

Motion to Adjourn made by Morgan Campbell, seconded by Tammy Cravotta. Noone opposed Meeting adjourned at 3:15pm.