

National Association of Benefits and Insurance Professionals - Northern Nevada

Board of Directors Meeting Minutes
June 6, 2023 11:06 AM – 12:10 PM
329 Flint Street, Reno, NV 89501
Via Zoom – Meeting ID = 775 560 7006 Passcode = 652166

Attendance: Aliana Rushing, Mike Dillon, Mika Clauson, Jason Casey

Virtual Attendance: Julie Ann Evans, Gina Espinal-Aguerre, Jaudaun Eldridge, Joy Gardner, Ken LaRovere

Absent: Cambria Williams, Don Goldmann

Guest: Molly Moreno

1. Virtual zoom meeting was called to order by President Mike Dillon at 11:06 AM.
2. Roll call of attendees was taken verbally for those attending virtually by Secretary Aliana Rushing. Quorum confirmed. Connectivity confirmed.
3. Review of board minutes by Secretary Aliana Rushing.
 - a. A motion to approve the April 2023 board minutes was made by Aliana Rushing and seconded by Mika Clauson. Unanimously approved.
 - b. A motion to approve the May 2023 board minutes was made by Aliana Rushing and seconded by Jason Casey. Unanimously approved.
4. Report of the President by Mike Dillon
 - a. The luncheon for June currently has 13 registered.
 - b. Executive director proposal. It is \$12,000 annually with a three year contract. Extensive discussion was held regarding the Kapsner proposal attached in the addendum.
 - c. Motion made to accept proposal from Kapsner to hire them as an executive director position for the NABIP-NN chapter made by Mika Clauson, seconded by Aliana Rushing. Unanimously approved.
5. Report of the Secretary by Aliana Rushing - None
6. Report of the Vice President by Jaudaun Eldridge
 - a. Symposium has taken shape with all the content time slots accounted for. Theme is It Begins With Us – Patriotic colors
 - b. It is a dual track format with U65 and Medicare tracks running simultaneously – this is important when communicating with vendors as to why they need to be there both days.
 - c. CE credits are being applied for currently for 2 courses. Goal is 5 with the deadline at the end of the month..

- d. Small shake up in speakers who committed and we already have contingency plans – those are CE's to be submitted to Julie Ann for review and forwarding to Sircon
 - e. Email blast has gone out to all the vendors with minimal response as of now. Next email is scheduled for 10 days from now. Vendor list to be broken up for committee members to begin calling for commitments next week.
- 7. Report of the Vice President of Finance by Joy Gardner
 - a. Partnerships
 - I. Diamond-Anthem \$7,500
 - II. Gold-Aetna & United Healthcare-NV \$3,500
 - III. Silver-Alignment, Hometown Health, Prominence & Word & Brown \$2,500
 - b. Umpqua Bank Balance:
 - I. \$68,431.71 as of 5/31/2023
 - c. See addendum for budget
 - d. May Luncheon
 - I. Attendance: 41
 - II. No Shows: 4
 - III. Walk Ins: 6
 - IV. Income: \$1,390
 - V. Cost: \$1,400.58
 - VI. Raffle Income: \$210
 - e. Additional Information:
 - I. The NABIP-NN board will be represented at Region 8 by Joy Gardner and Don Goldmann. Discussion regarding other attendees to send on behalf of NABIP-NN was postponed to the next board meeting.
 - II. The Secretary of State filing is being worked on to reflect the new name changes.
 - f. Motion to approve the financial reports made by Jason Casey, seconded by Julie Ann Evans. Unanimously approved.
- 8. Report of the Past President by Jason Casey - none
- 9. Committee Reports
 - a. Medicare Committee Report by Jaudaun Eldridge
 - I. Working on finding a speaker for the July Medicare luncheon. Marcy Buckner is leaving NABIP so she will be unable to present it.
 - b. Vice President of Legislative Affairs report by Jason Casey
 - I. See addendum
 - c. Vice President of Awards Report by Don Goldmann
 - I. None
 - d. Vice President of Membership Report by Gina Espinal-Aguerre
 - I. Membership is at 98 members.

- e. Vice President of Communications/Media Report by Mika Clauson
 - I. Work continues on advertisements for the luncheons and symposium.
- f. Vice President of Professional Development Report by Julie Ann Evans
 - I. Monthly Luncheons:
 - 1. June 14, 2023 - Jessie Wadhams - Post Legislative Update
 - 2. July 12, 2023 - TBD
 - 3. August 29 & 30, 2023 - Symposium
 - 4. NABIP - NN's May luncheon was CE approved. There were a total of 31 CEs processed for this event. Sircon will charge \$31.00.
 - II. Quarterly Medicare Luncheon - July 26, 2023:
 - 1. CE material was submitted on May 17th. The course was approved on May 24th and the course offering has been created.
 - 2. The approved speaker, Marcy Buckner, will be leaving NABIP. Please report to Julie Ann when a new speaker is secured.
 - III. Symposium CEs - August 29 - 30, 2023:
 - 1. Aliana Rushing provided a list of the speakers who will need to have their material submitted for CE.
 - 2. Julie Ann has communicated with Paul Roberts, Jerry Bridge, Calvin Bagley, Rick Scroggs and Jon Hager.
 - 3. CE material for two courses to be presented by Paul Roberts was submitted on May 8th. Both courses were approved on May 23rd and the course offerings have been created.
 - 4. CE material for all of the other courses are still pending receipt.
 - 5. As a reminder, to comply with the CE filing requirements, all necessary material will need to be submitted by no later than June 30th.
 - IV. NABIP-NV Monthly CE Program:
 - 1. Word & Brown is sponsoring three 1-hour Ethics CE classes, but they will be managed through our local chapter.
 - 2. There were a total of 27 CEs processed for the May 12th class, so there should be a \$27.00 charge from Sircon.
 - 3. An email was sent to Word & Brown, with a copy to Joy Gardner.
- g. Programs Chairperson Report by Ken LaRovere - absent
- h. HUPAC Chairperson Report by Cambria Williams - absent
- i. Bylaws and P&P Committee Chairperson Report by Donald Goldmann
 - I. None
- j. Nominations Committee Chairperson Report by Donald Goldmann

- I. Don has made a strong suggestion that after the elections, Ross Pendergraft should be appointed as the Vice President of Awards.
- 10. Motion made to accept all reports in toto by Jason Casey, seconded by Julie Ann Evans. Unanimously approved.
- 11. Old Business - none
- 12. New Business
 - a. The next board meeting will be on July 11th at 11:00 AM in the board meeting room at NV Silver.
- 13. A motion to adjourn was made by Aliana Rushing and seconded by Jason Casey. Unanimously approved.
- 14. Mike Dillon adjourned the meeting at 12:10 PM.

Submitted by Aliana Rushing, NABIP - Northern Nevada Secretary

Addendum



NABIP-NN Legislative Report

June, 2023

- AB 127 passed and was signed by the Governor- The Medicare Supplement Birthday Bill Fix will go into effect on July 1, but it may be some time before carriers respond waiting to see what the regulations will say.
- SB305- The bill establishes the Nevada Employee Savings Trust- passed the legislature before the deadline. It is unknown if the governor will veto it or not.
- The Centers for Medicare & Medicaid Services (CMS) has recently released the final rule for Contract Year 2024, outlining key changes that will impact sales processes. It is important to understand these changes, as failure to comply with the new regulations can lead to significant consequences for your business. Changes will take effect on September 30, 2023.
 - Prohibits marketing unless the names of MA organizations or Part D sponsors being advertised are clearly displayed
 - Prohibits the marketing of “savings” not realized.
- Visiting a Medicare beneficiary at their home is considered unsolicited door-to-door contact unless the beneficiary had agreed to an appointment and the date and time were set in advance
- Marketing events are prohibited from taking place within 12 hours of an educational event, in the same location. This will give beneficiaries sufficient time to consider the impartial and factual information provided at the educational event.
- **The 48-hour rule for the Scope of Appointment (SOA) has been reinstated, with a few exceptions. For instance, if a beneficiary is nearing the end of a valid enrollment period, such as the Annual Enrollment Period, Open Enrollment Period, Special Enrollment Period, or Initial Coverage Election Period, they may be exempt from this rule. Additionally, walk-in meetings that are initiated by the beneficiary and are not scheduled in advance are also exceptions to this rule.**
- When promoting Medicare Advantage or Part D insurance

- “We do not offer every plan available in your area. Any information we provide is limited to those plans we do offer in your area which are plans offered by [number of MA organizations]. Please contact Medicare.gov, 1–800–MEDICARE, or your local State Health Insurance Program to get information on all of your options.”
- Requires MA organizations and Part D sponsors to have a monitoring and oversight plan and report agent non-compliance to CMS
- **Call recordings are now limited to those solely related to sales, marketing, and enrollment, as opposed to recording all calls.**



UMPQUA BANK

May 31, 2023 Page: 1 of 2

Customer Service:
1-866-486-7782

N.N.A.H.U.
PO BOX 20129
RENO NV 89515-0129

Last statement: April 30, 2023
This statement: May 31, 2023

COMMUNITY BUSINESS CHECKING

Account number	974492837	Beginning balance	\$68,273.27
Low balance	\$67,107.29	Deposits/Additions	\$3,020.00
Average balance	\$68,605.61	Withdrawals/Subtractions	\$2,861.56
Interest earned	\$0.00	Ending balance	\$68,431.71

NABIP-NORTHERN NEVADA Treasurer's Report

For month end 5/31/2023

Partnerships 2023:

Diamond-Anthem \$7,500

Gold-Aetna & United Healthcare-NV \$3,500

Silver-Alignment, Hometown Health, Prominence & Word & Brown \$2,500

Umpqua Bank Balance:

5/31/23 \$68,431.71

See attached bank statement.

Budget: Attached

Luncheon: May Luncheon

Attendance: 41

No Shows: 4 (1 comp)

Walk Ins: 6

Income: \$1,390 (Guests 1, Comps 5, Paid 35)

Cost: \$1,400.58

Raffle Income: \$210

Additional Information:

Prominence Partnership still needs to be paid. I sent a corrected invoice last month. It may be in the PO Box.

We received our notice to renew with the Secretary of State. It renews August 31, 2023. I will start that process as soon as I get back. The State has been completed along with the name change. The name change takes the most time, but at least now I know what and how to do it. Name must be cleared with the DOI first.

Name will be: National Association of Benefits and Insurance Professionals-NN

Respectfully submitted:

Joy K Gardner

