



**September 2023**



**President  
Jaime Lebron**

### **Letter from the President, Jaime Lebron**

Dear Valued NABIP Members,

I am excited and thankful to serve as the new President for this next year. Over my twenty-eight-year career in the health insurance industry I am very blessed to have met so many great industry professionals whose goal is to best serve clients with expertise and integrity.

As I embark in my role for the organization, I first want to thank my immediate past President, Andrew Toppin and all my board members for their support, guidance and encouragement which lead me to this opportunity.

We are an organization that will continue to be vibrant in Northeast Ohio as the largest chapter in the state and grow with fresh ideas and new programs.

Part of that growth includes brand new board members that offer new perspectives to the chapter. I would like to welcome and congratulate the following new members to our NEO Board.

**Brad Petrella – Cornerstone Broker Insurance Services Agency**

**Anthony Budhar – Ritter**

**Michael Young – Kaczmarek Insurance Agency**

As a NABIP NEO member we encourage your participation to take advantage of the beneficial information and program development created to assist with your respective health insurance line of business.

We kicked off July with “Havana Nights” a fun social event that was very well attended and in August we hosted the annual NABIP NEO Golf Outing. These types of events foster fellowship and networking opportunities with industry peers.

The monthly programs are geared towards information and resources to gain insight on the health insurance landscape, and I urge you to take advantage of all we have to offer by visiting our website: [www.nabipneohio.org](http://www.nabipneohio.org)

Your participation can also contribute to adding value to the organization and I ask that you consider becoming involved in one of our many committees. Speak with one of our board members to learn more.

My goal this year is to foster new educational programs and develop an avenue to introduce younger talent to insurance as a career as well as grow membership to a higher level.

NABIP is an advocate for brokers and consumers alike to address Federal and State Legislative issues that impact the health insurance industry and challenges that can be detrimental to your clients.

Your voice is impactful, and we are always open to hearing from our members to echo shared issues and be a change agent within our insurance community.

You can always contact the NABIPNEO office direct at 330-273-5756 for more information and visit our website.

Lastly, I want to thank all our NABIPNEO members, and I look forward to serving you in this term.



**Vice President  
Scott Krebs**

## **Federal and State Legislative Focus**

***NEW!*** NABIP's 2023 Federal Policy Priorities

[Click here to view document](#)

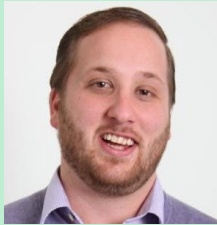
## **Save The Date**

**NABIP Northeast Ohio Monthly Program  
September 20, 2023**



**Treasurer**  
**Debbie Boop**

**Secretary**  
**Position Open**



**Immediate Past**  
**President**  
**Andrew Toppin**

**Trustees**



**Shelley Chornak**



**Ingrid Martin**

**Holiday Inn Cleveland South**  
**6001 Rockside Road**  
**Independence, OH 44131**

8:30 AM - Registration/Breakfast

9:00 AM - Program 1: Transparency in Coverage

10:00 AM - Program 2: No Surprise Act

11:00 AM - Adjourn

**Speaker:**

Lauren Poland, U.S. Department of Labor, EBSA

**Cost to Attend:**

\$20 Members | \$50 Non-Members

[REGISTER HERE](#)

**Sedgwick**



The National Association of Benefits & Insurance Professionals Ohio Chapter (NABIP Ohio) has partnered with Sedgwick (formerly CareWorks) to offer you a valuable member benefit: the NABIP Ohio Workers' Compensation Group Rating Program. If you would like to grow your bottom line by taking full advantage of your NABIP Ohio membership investment, we highly encourage your involvement with this program.

[Click Here](#) for more information



**Meet our new Sedgwick Contact**

**Dominic Potina**

**Dominic Potina, Business Development Manager** – Dominic has been in the Third-Party Administration industry since 1995. He attended John Carroll University earning his B.S. in Psychology. Dominic has held various roles over the past 25 years including managing claims, representing clients at workers compensation and unemployment hearings, managing workers compensation programs as an account



**Joanie Keehn**

executive and program manager. In his current role, Dominic is responsible for the development of new business sales for multiple product lines for the TPA; including, but not limited to Unemployment Insurance and Workers Compensation services and is the Program Manager for many prominent Associations and Chambers in Ohio.

**Dominic Potina**

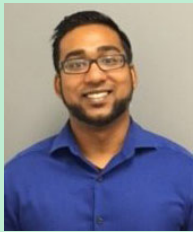
**Phone: 614-579-4723**

**Email: [dominic.potina@sedgwick.com](mailto:dominic.potina@sedgwick.com)**

**Website: [www.sedgwick.com/ohiotpa](http://www.sedgwick.com/ohiotpa)**



**Michael Young**



**Anthony Budhar**



**Carla Washko**



**Richard Muccio**

---

## **New Members**



**Chris Ronnebaum, OneDigital**

**Lisa Holocker, NFP Corporate Benefits**

**Michael Felice, HealthMarkets Insurance Agency**

**Donna Zachary**

**Scott Krebs, Delta Dental of Ohio**

**Tammarisk Thompson, HealthMarkets Insurance Agency**

**Erin Koon, Medicare Answers Now**

**Cheryl Balogh, Ohio Medi Helper, LLC**

**Ruben Mendiola, NEO Health Insurance**

**Brad Petrella, Cornerstone Broker Insurance Services Agency**

**Stephanie Snakovsky**

**Spencer Daniels, BrokerNet Inc.**

**Kim Moore, KLM Benefits Solutions, LLC**

**Daniel Feiwell, Aetna**

**Carl Lishing**

**Scott McEvoy, HealthMarkets Insurance Agency**

**Sandra Pollard, Berson-Sokol Agency, Inc.**



**Brad Petrella**

If you are interested in becoming an NABIP Northeast Ohio member, please [Click Here](#).

## Medicare Drug Price Negotiation Program: Selected Drugs for Initial Price Applicability Year 2026

In August 2022, President Biden signed the Inflation Reduction Act of 2022 (P.L. 117-169) into law. The new law makes improvements to Medicare by expanding benefits, lowering drug costs, and improving the sustainability of the Medicare program for generations to come. The law provides meaningful financial relief for millions of people with Medicare by improving access to affordable treatments and strengthening Medicare, both now and in the long run.

For the first time, the law provides Medicare the ability to directly negotiate the prices of certain high expenditure, single source drugs without generic or biosimilar competition. Below is the list of 10 drugs covered under Medicare Part D selected for negotiation for initial price applicability year 2026 based on total gross covered prescription drug costs under Medicare Part D and other criteria as required by the law.

[CLICK HERE](#) to view all of the details.

**NABIP**  
2023 Gold Certified

**NABIP**  
2023 Website Award  
Local Chapter

NABIPNEO Administrative Office  
3053 Nationwide Parkway, Brunswick, OH 44212  
Phone: (330) 273-5756

