



NATIONAL ASSOCIATION OF INSURANCE AND FINANCIAL ADVISORS



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[Rep. Bob Hacket, CLU, ChFC reviews priorities](#) **NAIFA-Ohio Member Chairs House Insurance Committee**



NAIFA-Ohio member and House Insurance Committee Chairman **Rep. Bob Hackett** (R-London) says a priority bill for his committee will be a bipartisan captive insurance measure he began working on last session with Rep. John Carney (D-Columbus).

"A lot of states allow it and we don't," he said after the panel's organizational meeting on Tuesday. "It's almost like setting up a special subsidiary that operates on a little different rules, and what happens is the major corporations and insurance companies want it. For example, Kentucky has one domiciled insurance company of 100 captives already set up in the state...and so that's business that Ohio loses.

[Read More](#)

[Insurance Committees Named](#) **130th Ohio General Assembly Gets Under Way**

The 130th Ohio General Assembly got off to a smooth start this month perhaps due to the fact that Republicans continue to control all three branches of government: the Senate, House and Governor's office and most of last Session's leadership is still in place.

Senate

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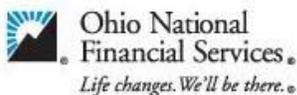
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Leadership transitions have gone smoothly. **Senator Keith Faber** (R-Celina) was elected Senate President and **Senator Chris Widener** (R-Springfield), President Pro Tempore. All senators have prior legislative experience. The Senate, which will be controlled by the Republicans 23 to 10, has created new committees that will work exclusively on school funding, Medicaid reform and tax reform. Faber has said the new structure will help the Senate study these big issues in depth.



Senator
Keith Faber

Senator
Chris Widener

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[While Extending Ohio Sales Tax to Most Services](#) **Kasich Budget Would Cut Taxes For Both Agents and Agencies**

If adopted by the Ohio General Assembly, the budget Governor Kasich unveiled February 4 would reduce every agent's income taxes and most agency taxes, but would subject most services to a reduced state sales tax.



The Kasich proposal would implement a permanent personal income tax cut to 20 percent over three years and reduce the state sales tax rate from 5.5 percent to 5 percent, while at the same time extending the sales tax base to all services except for those that can be broadly categorized as related to health care, education and housing.

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[New system will print licenses and CE transcripts](#) **Lower Insurance License Fees**

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Lieutenant Governor and Department of Insurance Director Mary Taylor has announced a rule change that became effective Jan. 1, 2013 lowering the fee Ohio-licensed insurance agents and agencies pay to have their license renewed late or reinstated by the state.



"After evaluating the impacts of Ohio's new agent licensing law, we have determined a reduced fee structure is fair and reasonable," Taylor said. "These are positive changes that will help protect and maintain Ohio's competitive insurance market."

[Read More](#)

Navigator Certification Bill Introduced (HB3)

The third bill introduced into the new, 130th Ohio General Assembly, [HB 3](#), seeks to give the Ohio Department of Insurance regulatory authority over the Navigators role in implementing Obamacare in Ohio.

The bill gives the Ohio Department of Insurance control over the sales, solicitation and recommendation of health insurance options.

[Read More](#)

Kasich Uses ACA to Impose New Health Care Mandate

As the previous General Assembly wound down in mid-December, the legislature failed to act on a bill that would have expanded Ohio's mental health parity law to mandate health insurance coverage for autism treatment and services. Though the legislature opted not to pass this additional health care



mandate, the Kasich administration figured out a way to impose it without needing to obtain legislative approval.

[Read More ...](#)

Continuing Education (CE) Provider Changes for 2013

The Ohio Department of Insurance ("Department") has utilized a third party vendor (Prometric) to oversee its examination and education programs. While Prometric will continue to administer the examination process, as well as the provider and course approval/renewal process, the Department, as of January 1, 2013, began to directly administer the continuing education credit reporting process. As part of this initiative, the Department is launching a web-based application known as the "Education Provider Portal" to help education providers such as NAIFA-Ohio report and manage course credit information for Ohio insurance agents.

[Read More ...](#)

Lawmaker Wants to Ease Insurance Proof

A Columbus Democrat wants to allow people to present proof of auto insurance to the BMV, law enforcement or others using their smartphones or other electronic devices.



"The reality is that the law has not been keeping up with consumers in the marketplace," said *Rep.*

Michael Stinziano, a member of the House insurance Committee.

[Read More](#)

NAIFA PIC/PAC Training Meeting in Washington, DC, January 27 to 29,

2013



Left - Charles Brown, CLU, NAIFA-Ohio State PAC Chair; Michael A. Lundy, LUTCF, CLF, NAIFA-Ohio Immediate Past President, and James O Geitgey, LUTCF, FIC, CSA, NAIFA-Ohio Federal PIC Chair

NAIFA's Congressional Conference

NAIFA's Congressional Conference will bring NAIFA members together to learn about the legislative issues that matter to people in our industry, and most importantly, our clients. Participants will then take that knowledge to Capitol Hill when they'll meet with their Members of Congress to discuss these issues

[Register Today](#)



Help Explaining NAIFA Benefits to a Non-member!

Here's a **TERRIFIC NEW** *Member Benefits Guide* that'll help you explain NAIFA's myriad of benefits to a non-member! They're **FREE** and feature endorsements by two NAIFA-Ohio leaders: NAIFA-Ohio Treasurer, *Jennifer Alford* and NAIFA-Ohio Past President and NAIFA Political Action Committee Chair, *Jim Fuller*!

Copies are free. [Click Here](#) to order your

copies today via the NAIFA Marketplace.

**NAIFA-Ohio
Mid-Year Management Conference &
Day-at-the-Statehouse**



March 12, 2013

NAIFA - PROTECTING YOUR BUSINESS!

With mounting national debt, Congress is once again preparing for comprehensive tax reform in 2013. Now isn't the time to make it harder or more expensive for families to build their own financial safety net. NAIFA President, Rob Smith will explain how you can help deliver that message to Capitol Hill... and how you can help recruit non-members to join NAIFA's lobbying effort.



Robert Smith, J.D.,
CLU, ChFC, LIC,
NAIFA-President



Mary Taylor, Lt.
Governor and Dept.
of Insurance
Director

Ohio's health insurance marketplace is changing rapidly. In addition, Governor Kasich has proposed a multi-faceted tax program aimed at making Ohio more attractive to business development and growth. Lt. Gov. and Insurance Director, Mary Taylor will fill us in.

REGISTRATION

Please complete the [registration form](#) and return it to the NAIFA-Ohio office right away! The entire program, including meeting materials and luncheon, is only \$65!

[Read More](#)

SAVE THE DATE
10.14.13

"The MDRT Experience at NAIFA-Columbus was truly an event. The speaker lineup with main platform speakers at MDRT or NAIFA national annual meetings was invigorating to see so many financial service professionals around the state in one room."

- Robert M. Roach, CLU, ChFC
Northwestern Mutual

MDRT Experience

Be Motivated. Be Inspired. Be Better.

"In my opinion, [the NAIFA-Columbus MDRT Experience] was the greatest one day event any NAIFA local has ever created. Having been active in running MDRT Annual meetings, I know how much work and time it took for NAIFA-Columbus. Everyone should feel very proud of a great day. For me personally, it was a 10."

- Ronald F. Mayer, ChFC, CLU, LUTCF
LPL Financial



"From NAIFA-Ohio, I want to thank you...In the 8 years that I have served on the NAIFA-Ohio board of directors and committee I have traveled to many local events. [The NAIFA-Columbus MDRT Experience] was in the top 10 events that a local has put on."

- William Kecskemeti
Kecskemeti Insurance Agency

MORE DETAILS TO FOLLOW IN THE COMING MONTHS!

Top 10 Ways to Avoid E&O Claims

- 1) Put it in Writing - A frequently heard phrase in the world of claim documentation is "if it's in writing, it didn't happen." Obviously not always true, but a reference to the difficulty in defending an insured who doesn't have good documentation
- 2) Listen to the Client - Don't let your own bias keep you from hearing what the client wants or needs
- 3) Don't Assume Anything - Trust, but verify. Make sure you have a plan for each client and each transaction and follow through
- 4) Don't Generalize - Stick to the facts! Avoid statements like "this policy is just as good as the old one."
- 5) Stay in Your Area of Expertise - Know your products and seek qualified and insured help when you don't
- 6) Do Your Own Due Diligence - Investigate the companies and individuals you do business with
- 7) Standardize Policies and Procedures - Act consistently! Checklists, procedures manuals and diary systems help
- 8) Train Your Staff - Train your employees, hold

regular meetings and emphasize loss prevention
9) Stay Current - Keep up with current state and federal laws, participate at professional conventions and associations and subscribe to trade journals
10) Think Defensively - Maintain a defensive, professional attitude

For more information about CalSurance and/or to apply online, visit www.naifaeo.com or call 888-833-2304.

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