

Council on Members Insurance and Retirement Programs
August 27-28, 2020 Meeting Highlights

Unofficial Major Actions

1. Elected **Dr. John P. Ahern**, Derry, New Hampshire, as council chair 2020-2021.
2. Elected **Dr. Richard A. Huot**, Vero Beach, Florida, as council vice-chair 2020-2021.
3. Approved, for transmittal to the ADA Board of Trustees, the Protective Insurance Company recommendations on the ADA Members Insurance Plans premium credits and estimated plan royalties to be distributed in 2021, and the proposed reduction in the Life Plan high volume discounts, as validated by Milliman actuarial consultants.
4. Not Adopted: Resolved, that the council encourages the Board of Trustees to take steps to protect the ADA brand and assure that products and services endorsed by the ADA offer excellent value.

Presentations and Strategic Discussion Highlights

- Dr. John Ahern, chair of the Subcommittee on Program Financials, presented the report of the council subcommittee on Protective's financial experience analysis and actuarial recommendations on the ADA Members Insurance Plans premium credits and estimated plan royalties to be distributed in 2021, and the proposed reduction in the Life Plan high volume discounts, as validated by Milliman actuarial consultants. The Council approved transmittal of the recommendations to the ADA Board of Trustees.
- Dr. Kathleen O'Loughlin presented a mid-year update on Common Ground 2025 strategic goals and priorities in alignment with ADA's 2020 Operating Plan. Her presentation highlighted the impact of the COVID global pandemic on organized dentistry, risks and mitigation, as well as ADA's timely response in developing resources, advocating for and providing assistance to the membership and the local and state dental societies during this challenging time.
- Dr. Brittany Matin, member of the New Dentist Committee, presented a report summarizing NDC recent meeting activities and key initiatives in support of addressing the needs of new dentist members. Dr. Matin briefed the Council on NDC's plans to work collaboratively with CMIRP and the ADA Practice Institute in identifying existing and/or developing new educational resources to address the financial challenges as well as the mental health strain on wellness facing new dentists during the global pandemic. CMIRP will lend its expertise in the area of insurance and financial risk management to complete this project.
- Dr. Grace Eichler, ASDA consultant, presented a report on their current membership, educational program events, strategic goals and priorities. The report also highlighted ASDA's response to the COVID-19 pandemic including support of organized dentistry's legislative and advocacy efforts for small business loans, appropriate PPE and other measures to assist dental students and dentists.
- The Council received a presentation by Equitable representatives on the ADA Members Retirement Program administration, sales and marketing activities, including new product development to attract new dentists and broadening the availability of consultative sales agents nationally to enhance member value and services. Additionally, Equitable provided an update

on the Retirement Gateway Association product, the launch of Equitable's new brand and the economic impact of the pandemic on the retirement and financial markets.

- Mr. Kozlowski, chief investment officer for the Equitable Investment Management Group, presented a confidential update on the ADA Members Retirement Program top fund portfolios by asset breakdown and fund performance highlights as of June 30, 2020. He also provided an overview of active versus passive management and broader market performance indexes.
- Ellwood Associates consultants presented an informational regulatory and legislative update and an overview of the role of a fiduciary and defined contribution administrative services.
- The Council received a mid-year update from Protective Life on the ADA Members Insurance Plans operational transition, regulatory filings, policy and promotional rebranding timelines. Additionally, Protective presented an update on promotion of the dental school insurance auto-enrollment program, expanded digital marketing and webinars to increase student member engagement and awareness of the no-cost life and disability plan benefits.
- Protective also briefed the Council on corporate performance and business growth goals, as well as insurance industry news and the impact of the global pandemic.
- With much gratitude, Dr. Johnston, Dr. Kido, Dr. Sterritt, Dr. Tota and Dr. White, Jr. were recognized for their years of dedicated service to the Council on Members Insurance and Retirement Programs.