



ISAHU

SW Indiana Association of Health Underwriters

JANUARY 2006

Vol. VIII Number 5

***NEXT MEETING ...
January 12, 2006
11:30 AM - 2:00 PM
(2 hours LTC CE)
Kipplees' Party House***

A Special Thanks To This Month's Sponsor...



Contact: Michael Ball

E-mail: mball@ashbrokerage.com

Phone: 260-478-0608

Toll Free: 800-589-3000 ext. 608



**Michael Ball
VP, Sales and Marketing
Ash Brokerage Corporation**

Having begun his career as an agent with Prudential Financial as a registered representative Michael understands how to sell Long Term Care Insurance through the eyes of the life insurance, and financial advisor. Michael is a nationally sought out speaker on the subject of Long Term Care planning, He teaches continuing education for agents, accountants, and attorneys. He also is an instructor of the LTCP professional designation, and sits on the product advisory committees for several major insurance companies.

URGENT MESSAGE!!

Ok, do I have your attention now? I need your assistance on a VERY IMPORTANT ISSUE! As you know, the ISAHU is hosting our first ever Legislative Reception on January 24th, at the Skyline Club in downtown Indianapolis. This event is an attempt to bring our members and THEIR state legislators together in a "friendly" environment to discuss important issues which will be on the legislative agenda this session. Everyone should have received at least one invitation to this event by now, but thus far the registration list is very short! So, here's how you can help:

First of all, SEND IN YOUR OWN REGISTRATION! (*Registration information is on the last two pages of this newsletter.*)

Next - beg, plead, threaten (or whatever it takes) each of your local members to SEND IN THEIR REGISTRATION!

Do you see a theme here? We desperately need EVERYONE to SEND IN THEIR REGISTRATION!!!

Please help us out - this promises to be a great opportunity for the members of our association to meet and speak with their legislators about the important issues facing our industry today and into the future. It's also a great opportunity for them to get to know their legislators and establish a relationship which can pay HUGE dividends for years to come.

Please feel free to contact Nicole Fairbairn for additional information or details about the program. She can be reached via the following:

Telephone: (317) 774-7511

Fax: (317) 774-1908

Email: cicnf@iquest.net

As always, thanks for everything you do for our association, AND for promoting this upcoming event!

Take care!

Bill Robinson, ISAHU President



National Association of Health Underwriters

America's Benefits Specialists



ATTENTION TOP PRODUCERS NAHU LEADING PRODUCERS ROUND TABLE

Presents...

“Strategies for Health Risk Planning Through Retirement”

Moderated by Janet Trautwein, NAHU Executive Vice President and CEO

Presented by Sally Leimbach, CLU, CEBS, LTCP, CLTC

Many financial planners assist their clients with planning for retirement through a variety of asset maximization techniques, yet fail to advise planning for health risks including potential long-term care expenses that will be faced in one fashion or another by most of us. This session will provide valuable information for those who are providing advice about financial planning for health risks, including financial planners, CPA's, attorneys, and licensed insurance producers, to help them identify financial risks relating to health needs through retirement and planning techniques, particularly the use of insurance, to address those risks.

Our speaker, Sally Leimbach, CLU, CEBS, LTCP, CLTC, is a dedicated insurance broker with more than twenty years experience. Sally will provide objective analysis that has become increasingly difficult to obtain due to compliance rules and regulations of insurance companies. Since 1992, her practice has focused solely on long term care issues and long term care insurance. This allows her to present a unique prospective on the emerging, evolving long term care marketplace. Sally's experience is on both the individual and group side of long term care, and for the past three years has been centered on planning through a variety of mechanisms in the employer setting.

This session will be held on *January 17, 2006, at 1:00 p.m. Eastern* - Registration Fee \$25 for NAHU members and \$50 for non-members.

Go to: <https://secure.commpartners.com/eventmanager/form.php?user=nahu&id=14> For more information, for registration information. Can't attend this session? Our Web Seminars are recorded and will be available after the date of the session. For more information, **go to:** <https://secure.commpartners.com/eventmanager/form.php?user=nahu&id=16>

IMPORTANT NOTE FOR 2005 LPRT AWARD RECIPIENTS

Leading Roundtable Producers who qualified in 2005 for 2004 production will be eligible to attend this session at no cost.. To register for your complementary LPRT Web Seminar session, **Go to:**

<https://secure.commpartners.com/eventmanager/form.php?user=nahu&id=17>



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WHERE ARE THEY NOW???

*If you have any changes to your position,
company affiliation, location or designations,
please email to: swiahu@aol.com*



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DECEMBER MEETING RECAP

The December Christmas Party was devoted to socializing, good cheer, and raising money for a very good cause. Thanks to the SWIAHU members and their companies that donated items for a raffle and silent auction to benefit Impact Christian Health Center. The total amount raised was \$477.00. Together with the matching contribution from SWIAHU's treasury, we will be making a substantial donation to benefit those in our community that do not have adequate insurance for their medical and dental needs.

A Special Thanks to Carolyn Beck who won the half-pot and donated the entire proceeds to Impact!

Impact Christian Health Center, located in the inner city, provides medical and dental care to uninsured and underserved patients at the poverty level. The clinic operated with a completely volunteer staff of 14 doctors, 7 dentists and 2 nurse practitioners.

Upcoming Events...

Thursday Meetings

11:30 a.m. - 1:00 p.m.

KIPLEE'S PARTY HOUSE

1 block West of Boeke at Lloyd

- | | |
|------------------|--|
| January 12, 2006 | <i>LTC for Owner/Key Ee
Mike Ball, 2 hour CE</i> |
| January 24, 2006 | <i>Dinner With Legislators
Indianapolis, IN</i> |
| February 9, 2006 | <i>Kim Stoneking
IN Legislative Issues</i> |
| March 6, 2006 | <i>Brian Nelson
Reverse Mortgages</i> |
| April 13, 2006 | <i>Scott Nichols
Insurance Fraud</i> |

The 2005/2006 Board

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Jbaxter@tbsllc.net

MembershipKevin Brewer
(812) 469-7571
kevin.brewer@anthem.com

Awards..... Carolyn Beck
(812) 485-7931
cjbeck@stmarys.org

**Indiana State Association of Health Underwriters
Continuing Education Seminar**

Tuesday January 24, 2006

**Location: Anthem/Wellpoint
220 Virginia Avenue
Indianapolis, IN 46204**

Session 1

12:30 – 2:30PM 2 credit hours

Medicare Changes and You

Presented by: **Carol Cutter, Indiana Department of Insurance**

Session 2 – Choose one of 2 Topics

2:30 – 4:30PM 2 credit hours

Wellness

Presented by: **Robert Dufour, Sagamore Health Network**

OR

Trends and Changes in LTD

Presented by: **Dan Dietrich, Principle**

Cost: \$20 per session or \$35 for both. Please make checks payable to ISAHU.

Registration options: (Seating is limited)

- 1.) Call: Melissa Thompson or Tammy Dunham at 317-575-9338.
- 2.) Fax: Registration form to 317-575-9268
- 3.) Mail to: AMS, 8900 Keystone Crossing, Suite 545, Indianapolis, IN 46240

*****NOTE: If you register via phone or fax, you must pay at the door.**

REGISTRATION FORM:

Name (please print) _____

License Number _____ Phone Number _____

Total amount enclosed \$_____

For Questions call Ron Malone, ISAHU Education Chair at 317-575-9338



Indiana State Association of Health Underwriters' 2006 Legislative Reception

**Tuesday evening, January 24th
5:30 – 8:00 pm**

**Skyline Club
One American Square
36th Floor**

Please join us for the opportunity to discuss ISAHU's 2006 Legislative Agenda with our State's legislators in an intimate gathering. Cocktails and a wide array of delectable hors d'oeuvres will be provided.

Cost for ISAHU-PAC contributors is \$35; other ISAHU members are \$50.

RSVPs, completed registration form and payment must be received no later than 1/19/2006.

Reply to Nicole Fairbairn at cicnf@iquest.net or (317) 774-7511.

No walk-ins permitted.



Indiana State Association of Health Underwriters' 2006 Legislative Reception

Please send payment and completed registration form to:

Nicole Fairbairn
ISAHU Legislative Reception
C/o Creative Ins. Concepts, Inc.
14701 Cumberland Rd., #180
Noblesville, Indiana 46060

Questions – call Nicole at (317) 774-7511

NAME: _____

ADDRESS: _____

DAYTIME PHONE NUMBER: _____

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2005 ISAHU-PAC CONTRIBUTOR? _____ YES _____ NO

NUMBER ATTENDING _____ PAYMENT ENCLOSED \$ _____

ADDITIONAL NAMES/INFORMATION: _____
