



SWIAHU

SW Indiana Association of Health Underwriters



JANUARY 2008

Vol. X Number 4

OUR NEXT MEETING..

Thursday

January 10, 2008

11:30 AM

Deaconess Gateway

Conference Center

Lloyd Expressway & I-164

Allen R Sanders

Reliance Standard Life Insurance

2 hours CE credit

Allen R Sanders has been specializing in the group ancillary market since 2002, starting with MetLife's Institutional business. He began with RSL in 2006 with a focus on the disability market.

Since graduating from the U of Dayton with a degree in Finance, Allen's focus has been marketing group ancillary products to brokers and consultants.

Allen may be reached at (513) 587-2517.

This Month's Sponsor...

Reliance Standard is a top 10 group carrier for life and disability products. RSL celebrated 100 years of business in 2007 and continues to grow in the ancillary market. Products include life, disability, dental, vision, limited medical products, and specialized voluntary products for companies. RSL also specializes in integrated absence management, the ability to manage any type of employee leave from FMLA, to disability, to Work Comp, to even PTO days.



ISAHU Schedules CDHC Program and Annual Legislative Session

ISAHU has scheduled NAHU's new CDHC Certification program on Monday, January 28, 2008 in Indianapolis, IN. The Certification program will be held from 1:00 p.m. until 5:00 p.m. at the Columbia Club, (10th floor ballroom), 121 Monument Circle.

Following the CDHC program, ISAHU's annual Legislative Reception will be held from 5:30 p.m. until 8:00 p.m. Rep. Suzanne Crouch has already committed to attend, and we hope to have a commitment from Sen. Vaneta Becker within the next few days.

Registration forms for the Legislative reception are on pages 8 - 9 of this newsletter.

ISAHU PRESENTS...

CDHC Certification Program

Monday

January 28, 2008

1—5 p.m.

The Columbia Club

121 Monument Circle

Indianapolis, IN

Registration begins at 12:30 p.m.

For more information, contact:

Marlene Bowen

ISAHU Education Chair

(812) 449-9782

Marlene@MehringersAssociates.com

Details are on pages 5 - 7 of this newsletter.

AMERICAN COMMUNITY
MUTUAL INSURANCE COMPANY



Norman D. Springer, CLU, RHU, FLMI Phone (317) 752-7920
Senior Marketing Director, Individual Fax (317) 758-4286
Nspringer@american-community.com



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Indiana Health Network (IHN) offers access to more health care providers in Indiana than any other Group Health or Workers Comp PPO Network. Our deep discounts off medical charges can save individuals and companies significant dollars on health care costs. Outstanding access plus deep discounts equals greater overall savings for your clients!

For more information, contact Angela Leddy, Southern Indiana Business Development Executive, 317-284-7663

Upcoming Events...

January 10, 2008
Deaconess Gateway
Lloyd & I-164

Alan Sanders
DISABILITY INCOME
2 hr. CE

January 15, 2008
Anthem Board Room
7501 Eagle Crest Blvd.

Strategic Planning Session
9:15 - 11:00 a.m.

January 28, 2008
Columbia Club
Indianapolis, IN

CDHC Certification Program
1:00 - 5:00 p.m.

January 28, 2008
Columbia Club
Indianapolis, IN

ISAHU Legislative Reception
5:30 - 8:00 p.m.

February 3 - 6, 2008
Washington, DC

NAHU Capital Conference

February 14, 2008
Topic & Location TBA

Ann Weaver



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THE YEAR IN REVIEW

During the past year, SWIAHU has achieved quite a bit, including...

February... representation at Capital Conference!
June... representation at National Convention!
August... representation at Region III meetings!
September... another successful golf outing!
October... established the first Health Insurance Awareness
Week in Indiana!
October... A new website! www.swiahu.org
November... Silver Seal Certification from NAHU!
December... Awards Program!
December... Membership Survey completed!
December... Holiday Party with Silent Auction raising
over \$1000 for Impact!

...and numerous CE programs!

AND FOR 2008...

SWIAHU Schedules Strategic Planning Session

SWIAHU has scheduled a strategic planning session on Tuesday, January 15, 2008, from 9:15 - 11:00 a.m. in Anthem's Board room, 7501 Eagle Crest Blvd. All SWIAHU members are encouraged to attend.

If you are interested in attending, please contact Carolyn Beck at 759-7413 or carolyn.beck@siho.org

The 2007/2008 Board

President Dennis Woehler
(812)465-0642
Dennis_woehler@onbinsurance.com

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

**Member Retention &
PAC**..... Roger Garrett
(812) 474-1218 ext. 219
R_Garrett@insbusplan.com

**President-Elect &
Awards**..... Carolyn Beck
(812) 759-7413
Carolyn.Beck@siho.org

**Legislative &
Communications**..... Marlene Bowen
(812) 449-9782
marlene@mehringerrassociates.com

At- Large..... Jane Haag
(812) 477-7100
Jhaag@evansville.net

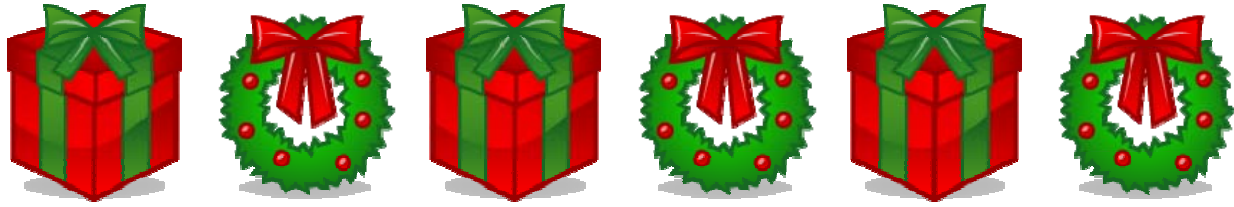
Secretary Jane Baxter
(812) 490-7262
Jbaxter@tbsllc.net

Membership Tina Hazelip
(812) 450-2138
Tina_Hazelip@deaconess.com

At-Large..... Elizabeth Trent
(812) 471-4252 Ext. 10004
etrent@humana.com

Media Relations..... Jill Ross
(812) 759-7413
Jill.Ross@siho.org

Association financials available upon request; please contact our Treasurer, Kevin Brewer.



SWIAHU's Board of Directors would like to thank the following businesses for their generous donations to our organization in December 2007. Your support is greatly appreciated. We would also like to encourage each of our members to remember these businesses throughout 2008 and give back to them with your business as generously as these businesses have donated to our organization.

Angelo's
Casino Aztar
Cheeseburger in Paradise
China Bistro
Cork & Cleaver
Deaconess Health Plans
Encore
Gerst Haus
Hilltop Inn
Hornet's Nest
Humana
Long Horn
Mehringer & Associates
Oak Meadows
Renaissance Dental Network
Ri Ra's
Sagamore
SIHO
Taco Tierra
The Log Inn
Turoni's
Welborn Health Plans
Western Ribeye


To All SWIAHU Members:

Today, December 31st, 2007, I reflect on the past year with SWIAHU. As you all know, each month when you attend our meetings, I greet you and then ask for your donation! I am sure, at times; you think...here we go again, they are asking for more money from me! The amount is small but it adds up. The monthly meetings, golf outing and holiday party are the Chapter's way of collecting money to give back. Today was the day we gave back and it was a very fulfilling moment. Today, I accompanied Dennis Woehler and Jill Ross to the Impact Christian Health Center where we were able to donate \$1500! We were able to take a tour and speak with Star who heads up Impact Christian Health Center. We discovered that many people in our local community, as well as surrounding communities, will benefit from the dollars donated today. I was also reminded that many people do not have the privilege of health and dental insurance and are working poor who are just able to live one day at a time. These are the people we helped today. Impact Health Center is not a "handout" the people that gain services there pay for those services on a sliding scale based on income. As you know, what they pay doesn't cover what the costs actually are which is why our donation means so much. You should also know that this organization is served by 20 volunteer physicians and several volunteer dentists who donate their time and talent to Impact. Even though this is a small organization it does make a big "impact" on the community and so has your generosity.

So in conclusion, I would like to say THANK YOU to all the SWIAHU members that supported this charity. You can finish out your year knowing that you helped those in need and what a great way to end 2007!

With sincere gratitude,

Carolyn Beck
President-Elect and Award Chair



The first *wealth*
is *health*.

– Ralph Waldo Emerson

**Humana honors the
SouthWestern Indiana
Association of Health Underwriters**

Humana
honors
those who come together to
support health...and support
each other.

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GHC17741SWIAHU 12/07



ISAHU presents...

CDHC

Certification Program

Monday
January 28, 2008
1—5 p.m.*
The Columbia Club
(10th Floor Ballroom)
121 Monument Circle
Indianapolis, IN

Registration begins at 12:30 p.m.

For more information, contact:

Marlene Bowen at (812) 449-9782 or
Marlene@MehringersAssociates.com

**ISAHU's Legislative Reception follows from 5:30 until 8:00 p.m. on the 3rd floor; reservations are required.*



Special Opportunity

We are pleased to announce that we will be presenting a special program offered only through the National Association of Health Underwriters. This CE course will be offered from 1:00 p.m. to 5:00 p.m. on January 28th, 2008 at the Columbia Club, 121 Monument Circle, in Indianapolis, Indiana. The program is a four-hour course on consumer-directed health care that will provide you with technical, actionable information you can use to help your clients consider these fast-evolving plans and implement them successfully. The class is open to employers as well and continuing education has been approved for both insurance and human resources. The course:

- » Compares Health Reimbursement Accounts, Health Savings Accounts and other plan designs
- » Considers current and projected adoption
- » Presents comprehensive guidance on eligibility, contributions and all technical elements
- » Provides two frameworks -- one for selling CDHC and another for implementing it, which brokers may share with employers
- » Suggests enrollment and communication strategies and tactics
- » Involves class participants in breakout discussions on ways to implement specific cases

If you want to stand out among your peers and are looking for real education to improve your knowledge, this course is for you. Your clients depend on you, so make sure you have the answers.

This course will last four hours and will be presented at The Columbia Club in Indianapolis, IN from 1:00 p.m. to 5:00 p.m. on January 28th. Certification as a specialist in consumer-directed health care will be provided following completion of the course and a passing grade on the online examination.

The cost of the course is \$125 for NAHU members and \$175 for non-members. You can register online at www.nahu.org/education/cdhc.cfm or complete the registration form below and return it to NAHU, Attn: Tracy Canada.

Sincerely,

Janet Trautwein

Executive Vice President and CEO



National Association of Health Underwriters
Consumer Directed Health Care Certification Course
2008 Registration Form

Please complete and mail or fax this form to:
N.A.H.U. - Attention: Tracy Canada
2000 North 14th Street, Suite 450 Arlington, VA 22201
Phone: (703) 276-3824 • Fax: (703) 841-7797 • Email: tcanada@nahu.org

REGISTRATION
(Please print clearly)

Name: _____

Address: _____

Phone: _____ **Email:** _____

EVENT DETAILS

Location: Columbia Club (10th Floor Ballroom), 121 Monument Circle, Indianapolis, IN

Date: January 28, 2008

Time: 1:00 p.m. - 5:00 p.m.

REGISTRATION FEES

\$125.00 for NAHU Members

\$175.00 for Non-Members

I am a NAHU Member I am **not** a NAHU Member

Promotional Code: _____

PAYMENT METHOD

Check made payable to "NAHU" (*Please mail check with registration form*)

Credit Card (*Circle One*) Visa MasterCard American Express Discover

Card Number: _____ Exp. Date: _____

Name as it appears on Card: _____

Billing Address: _____

Signature: _____

Date: _____ Amount: \$ _____

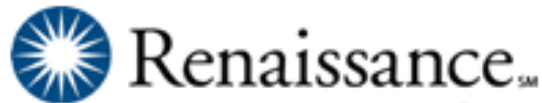
By signing this form, I authorize NAHU to charge my credit card for the above amount.

Indiana State Association of Health Underwriters' 2008 Legislative Reception

**Monday evening, January 28th
5:30 – 8:00 pm**

**Columbia Club
121 Monument Circle
Downtown Indianapolis**

**Please join us for the opportunity to discuss ISAHU's 2008
Legislative Agenda with our State's legislators in an intimate
gathering. Cocktails and a wide array of delectable
hors d'oeuvres will be provided. Sponsored by:**



**Cost for ISAHU-PAC contributors is \$35; other ISAHU members are \$50.
RSVPs, completed registration form and payment
must be received no later than 1/21/2008.**

**Reply to Norm Springer at nspringer@american-community.com
Or at (317) 752-7920.**

No walk-ins permitted.



**Indiana State Association of
Health Underwriters'
2008 Legislative Reception**

NAME: _____

ADDRESS: _____

DAYTIME PHONE NUMBER: _____

EMAIL: _____

2007 ISAHU-PAC CONTRIBUTOR? _____ **YES** _____ **NO**

NUMBER ATTENDING _____ **PAYMENT ENCLOSED** _____

ADDITIONAL NAMES/INFORMATION: _____

Please send payment and completed registration form to:

**Norm Springer
ISAHU Legislative Reception
c/o American Community
1626 E. 203rd Street
Westfield, Indiana 46074**

**Questions – call Norm at (317) 752-7920
Fax: 317-758-4286**