



SWIAHU News

April 2008
Volume XI Issue 7



Southwest Indiana Association of Health Underwriters
www.swiahu.org

Upcoming monthly meeting -
Thursday, April 10th, 2008
11:30 a.m.
Black Buggy Restaurant –
Lynch & Green River Road

INSIDE THIS ISSUE

1. Message from our President.
2. What a single Payer system really means.
3. A New look for the SWIAHU Newsletter — 2007 Winners of LPRT!
4. Calendar of Events, LPRT link, Membership Contest, Welcome new members!

Attachments:

Board member elections, Member of the year nomination forms, Membership



“Insurance is expensive because the rising cost of health care.”

See page 2

Meet the featured Speaker of the month.

Jerry Yezbick is the Regional Outreach Coordinator for the Anthem Blue Cross/Blue Shield “Healthy Indiana Plan” (HIP), a state-sponsored low-cost health insurance program for Hoosier adults without access to health insurance through their employers. Mr. Yezbick has 30 years of Workforce Development expertise, with 20 years experience as the Director of the Regional Workforce Board, and he was a chapter member with over 15 years of leadership experience on the local business incubator Board of Directors. With a BA degree from Eastern Michigan University, Mr. Yezbick has been an educator, advocate and champion of small business and economic development in the region since 1987.

Thank you to our monthly sponsor – Infinisource

A message from our President

By: Dennis Woehler, President

2008 is shaping up to be an historic year in American politics- our first legitimate female and minority candidates in either party. The problem of course is that neither is on our side. In fact, our industry seems to be on the radar in every political race in the country. The only thing that overshadows our being the front runner in campaign platforms is the deterioration of our economy! But being in second place is really not very comforting when you are talking about the livelihood of so many people in our industry. We are very fortunate to belong to an organization that has such a strong voice in Washington, as well as many states. So I guess this is a “thank you” for belonging. But please don’t forget that this is a volunteer organization. We don’t just need your money, we need YOU. Feel free to attend a board meeting and see what we do. The board meets every month- the Thursday after our regular monthly meeting. Please see me or any other board member for details. It’s an opportunity to make a real difference. Together we can keep healthcare an honorable and vibrant part of our free enterprise system.

Dennis Woehler
President

Your vote matters!

Please see attachment regarding SWIAHU Board Position Election. Complete the ballot and return to Dennis Woehler by May 8th, 2008 or bring to the monthly meeting.

Thank you.

See attachments 5 & 6 of this newsletter for ballots and current slate.

What a single Payer System really means.

By: Jill Ross Dear "letter to the editor"

While single-payer plans can offer all citizens some type of health insurance policy, they cannot guarantee access to medical care - much less prompt delivery of quality care. The problem in the United States is that many Americans do not have access to affordable health care. However, in a single-payer system, the issue is not having access to medical care at all.

- Single-payer plans inevitably control costs by rationing health care. Citizens in countries with single-payer health care models often wait months to see a doctor or specialist or to receive much-needed medical treatment. According to the World Health Organization, every year over 25,000 people in Britain die because they are unable to obtain the latest cancer treatments through their government run system. In Canada physician shortages force many to come to the U.S. to receive the medical treatment they require.
- Single-payer plans hold down costs by having one centralized government bureaucracy make all decisions with regard to health care services and prices. Single-payer means limited choices for consumers, and that discourages creativity, efficiency, quality and innovation among providers.
- Implementing a single-payer model will cause radical changes to our current financing system and, in many of the reforms, completely do away with our current insurance system. It's important to realize that health care costs are not expensive because of insurance; rather, **insurance is expensive because of rising health care costs.**
- In government-run health care systems there is never enough money to provide timely care and the latest technology. That's because health care funds have to compete with other claims on government funds, such as education, welfare and defense.

The National Association of Health Underwriters (NAHU) supports "universal health care" in referring to the idea that every American should have access to affordable, high-quality care. However, we need to look further to alternatives, such as free market competition, multi-payer systems or refundable health insurance tax credits and seek a better answer for universal care.



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A new look for the Newsletter

By: Carolyn Beck, President-Elect, Awards

This month you probably already noticed that the SWIAHU Newsletter has a new look! As we move forward in 2008, we know that we will have trying times as an industry which is why it is so important that we support our profession through time, talent and donations. Communication is key! It is important that we bring to our members crucial information that affects each and every SWIAHU member that reads this newsletter. If you have information you wish to share, I encourage you to submit that information so it can be published in an upcoming SWIAHU newsletter. Information should be submitted to: Carolyn Beck at: Carolyn.beck@siho.org

Deadline for monthly submission is 2 weeks prior to meeting date.

Monthly meetings - 2nd Thursday of each month

Meeting Locations - Black Buggy Restaurant - North Green River Road

If you have any questions, please give me a call at 812-759-7413 or send an e-mail.

And the WINNERS are.....

**CONGRATULATIONS
to the
2007 LPRT Qualifiers!**

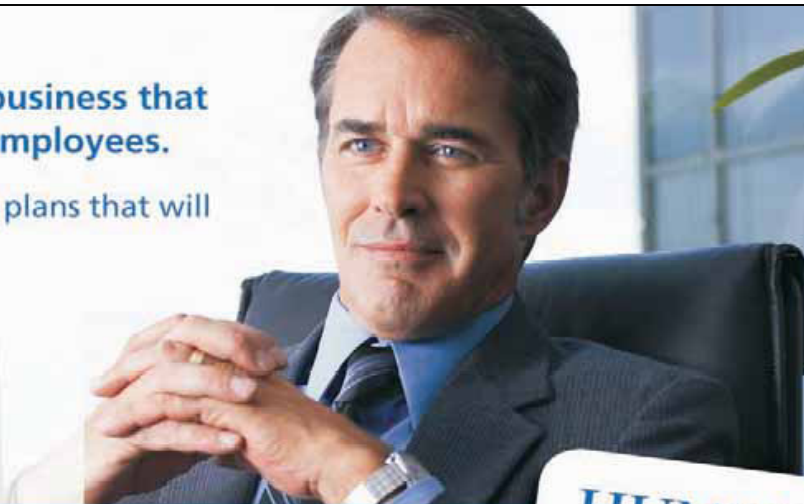
**Steve Imes – Presidents
Council**

**Chris Barthel,
CFP, ChFC, CSS, CRPS
Eagle**



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- Medicare
- Individual health
- Dental, Life, Vision

Calendar of Events:

By: **Brenda Rehl, Program/Education Chair**

April 22, 2008	NAHU CDHC Certification Program - Clarksville, IN
May 8, 2008	TBA Member meeting & Annual Elections
June 12, 2008	Special Legislative Location - TBA
August 14, 2008	5 hour, LTC CE St. Mary's
Sept., 10, 2008	Annual Golf Outing Cambridge Golf Club
Oct. 6-10, 2008	Health Insurance Awareness Week
Oct. 9, 2008	Identity Theft—Jack Stroup
Nov. 13, 2008	Self Funding 101
Dec. 10, 2008	Holiday Party & Silent Auction <i>Acropolis</i>

Membership Contest

By: **Tina Hazelip, Membership Chair**

Do you need an extra \$100? Have you been “longing” to go to *Longhorn* for a nice steak dinner? Well now’s your chance to enter for an opportunity to receive both of these great “perks”. Refer a new member to SWIAHU and receive a Gift Card from *Longhorn* and your name will be placed in the drawing for the \$100 bill!

Contact me for information and membership application at:

Tina_Hazelip@deaconess.com (812) 450-2138



To learn more about the Leading Producers Round Table, go to:

www.nahu.org/awards-lprt.cfm

2007-2008 Board

President.....Dennis Woehler
(812) 465-0642

dennis.woehler@onbinsurance.com

President- Elect, Awards...

Carolyn Beck
(812) 759-7413

Carolyn.Beck@siho.org

Secretary...Jane Baxter

(812) 490-7262

jbaxter@tbsllc.net

Treasurer...Kevin Brewer

(812) 469-7571

Kevin.brewer@anthem.com

Legislative....Dennis Woehler
(812) 465-0642

dennis.woehler@onbinsurance.com

Membership....Tina Hazelip

(812) 450-2138

tina_hazelip@deacones.com

Media Relations...Jill Ross

(812) 759-7410

jill.ross@siho.org

Programs/Education...Brenda Rehl

(812)485-7365

bkrehl@stmarys.org

Membership Retention & PAC

Roger Garrett

(812) 474-1218 ext 219

r_garrett@insbusplan.com

At-Large...Jane Haag

(812) 477-7100

jhaag@evansville.net

At-Large...Elizabeth Trent

(812)471-4252 ext 10004

etrent@humana.com

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

Election of Officers 2008-2009

Effective July 1, 2008 induction of nominated officers will take place. It is your right to approve or supply nominations for the slate of Offices serving the Southwest Indiana Association of Health Underwriters.

The 2007-2008 Board has nominated the following slate of 2008-2009 Officers:

Election of Officers:

President Carolyn Beck Yes ___ No ___

President-Elect Vacant
Write-in _____

Vice President Vacant
Write-in _____

Secretary Jane Baxter Yes ___ No ___

Treasurer Kevin Brewer Yes ___ No ___

Please complete this ballot and return to Dennis Woehler by May 8th, 2008 or bring to the SWIAHU monthly member meeting.

Committee Chair Appointments

The President is responsible for the appointment of Chair positions. The following are the appointed 2008-2009 SWIAHU Committee Chair positions. All vacant positions will be filled by President if unassigned.

Appointed Chair Positions:

Awards	Vacant
Write-in nomination	_____
Communications	Vacant
Write-in nomination	_____
Legislative	Dennis Woehler
Media Relations	Jill Ross
Membership	Tina Hazelip
Membership Retention	Roger Garrett
HUPAC	Roger Garrett
Programs/Education	Brenda Rehl
Public Service	Vacant
Write-in nomination	_____

Time is running out! Hurry and recruit a new member to SWIAHU to receive your Longhorn gift card and entry to win \$100!!!



Membership Contest!

Refer a new member to SWIAHU during February, March or April and you will be entered for a chance to win a \$100 bill! You will also receive a Longhorn Gift Card.

Please contact Tina Hazelip for details:

812- 450-2138 or Tina_Hazelip@deaconess.com