



SWIAHU News

October 2008
Volume XV Issue 10



Southwest Indiana Association of Health Underwriters
www.swiahu.org



October member meeting guest speakers:

TOPIC: IDENTITY THEFT

Wm. "Jake" Stroup has worked with identity theft since 2005, researching case histories, technology changes impacting privacy, privacy laws like HIPAA and FACTA, and studying the emerging products associated with managing those risks. In 2007 he joined NAHU, and began drafting a 2-hour CE course to share what he's learned with the insurance industry. Today he helps insurance organizations build distribution lines for relevant identity theft and data breach solutions.

Jake has also served in the US Navy (Operation Desert Shield,) attended seminary in Greenville, SC, and worked in information technology for 10 years prior to his involvement with the insurance industry. He currently resides in Indianapolis, IN.

TOPIC: BULLETIN 164—Small Employers Health Insurance Pooling

Anita Strauss has been a professional in the health insurance industry for over 20 years. Anita is a licensed life and health agent selling products including individual, small group, large group, Medicare supplement, Medical Advantage and Medicare Part D products. She has experience with fully insured and self-funded products and has worked with the majority of health insurance carriers and third party administrators.

Anita recently brought her well-rounded experience to the Indiana Department of Insurance on April 28th of this year. She currently serves the State in the role of Health Policy Program Director and works directly with Carol Cutter, Chief Deputy of Health and Legislative Affairs.

October is National Dental Hygiene month so THANK YOU to Renaissance our Sponsor for the month!



Renaissance and its affiliated companies represent one of the largest dental plan organizations in the country. With nearly 50 years of knowledge and experience, we are able to provide our customers with the best in the benefit service and delivery. At Renaissance, we offer top quality insured dental products with superior service, so you will be able to sell Renaissance Dental products with confidence.

Upcoming monthly meeting -
Thursday, October 9, 2008
11:30 a.m.
Black Buggy Restaurant –
Lynch & Green River Road

INSIDE THIS ISSUE

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2. Health Insurance Awareness Week, SWIAHU Affinity Plan, Congressional update
3. Attendance Contest
4. Golf Outing Sponsors Save the Date!
5. Advertisements
6. New members
Calendar of Events
LPRT information
Board Member listing

Attachments:

- Health Insurance Awareness Week Flyer
- Proclamations
- HUPAC Donation Form

UPCOMING EVENT!

October 7th, 2008 - Health Insurance Awareness Week Education Event
See attachment for more details!

Health Insurance Awareness Week—October 5th—11th

- Please join us at the Central Library for the first annual Health Insurance Awareness Education Event on Tuesday October 7th from 10:00—6:00. See attached Flyer for details.
- Proclamations from Governor Mitch Daneils and Jonathan Weinzapple proclaiming October 6-10th, 2008 as Health Insurance Awareness Week.
- Please join us at the Member meeting October 9th from 12:00 —1:00 for the monthly SWIAHU meeting at the Black Buggy Restaurant. This will be a very informative meeting with special guest speakers. See front page of newsletter for more details
- In honor of Health Insurance Awareness week, please review the attached article titled: ***Crisis of the Uninsured 2008***

SWIAHU joins ISAHU in the Pre-Paid Legal Affinity Program.

Even with today's economy, identity theft and legal access programs are the two fastest-growing voluntary benefits around. That's why SWIAHU is proud to announce our participation in the ISAHU / Pre-Paid Legal affinity program.

After months of careful scrutiny, the ISAHU endorsed these services for all members, and created an affinity arrangement. Two board members, Mike Tollar (Membership Retention) and Jake Stroup (Communications) are spearheading the development of this program around Indiana. Mike has over 13 years experience with these programs and has a background in insurance. Jake is an accredited identity theft expert in Indiana, Kentucky, and Ohio.

Although Pre-Paid Legal has been around over 30 years, these services have only recently gained traction in the industry, driven by the growing threat of identity theft, and Pre-Paid's unique solution that addresses more than just financial risks, underwritten by Kroll Background America.

Mike and Jake will attend the next chapter meeting to talk about identity theft, the affinity program, and how individual participation will not only increase profits for our members, but for the local chapter and state as well. There will be a special 1-hour briefing immediately after the chapter meeting to explain how to participate, and get any questions answered. Be sure to mark your calendar for this important event!

Friday the 10th, Roger Garrett will be hosting a morning seminar as well, where Mike and Jake will present the programs in detail, and get into some of the particulars on compensation and marketing strategies. Since seating is limited, please RSVP to Roger if you would like to attend. All guests are welcome.

For a sneak preview, you can listen to the national conference call at 11:00 this Wednesday. The number is 712-775-7100 , conference ID 435712#. This call runs 20-25 minutes, and will introduce the products.

Congressional Outlook

In the House, Republicans must defend 29 open seats, while Democrats must defend only seven. Out of the 29 open GOP seats, *The Cook Political Report* currently rates 16 as vulnerable, with eight races in the *Toss-Up* column. And at the end of July, the DCCC held a whopping \$56.4 million to \$14.2 million cash on hand advantage over the NRCC, meaning Democrats have been and will be able to take to the airwaves early and define their opponents first in the vast majority of cases.

ANNOUNCING SWIAHU ATENDANCE CONTEST:

Beginning with our meeting in September, SWIAHU is offering a new contest related to membership attendance. Here are details about the contest:

- For each member meeting, special meeting and special event such as the HIAW Education Event, Golf outing and Christmas Party you attend, your name will be entered in for a special prize drawing.
- The contest will begin 9/30/08 and run through 10/8/09.
- The grand prize to the winner of the contest will be.....

Overnight stay for you and a guest at the West Baden Resort, French Lick, IN. Also included a \$100 gift certificate for dinner.



Remember, the more meetings you attend the more chances you will have to be entered in for this exciting get away package for you and a guest!

SWIAHU'S 8th Annual Golf outing a BIG Success!

Thank you to the many sponsors that supported our local Golf outing. With your help SWIAHU had a very successful event!

Golf outing Sponsors:

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 Welborn Health Plans



Roger Garrett models the newly added "Skirt" package!

Golfer packages:

American Community/Dwight Hall
 Friends of Roger Garrett
 Harding Shymanski
 Lafayette Life



WHEN: December 11th, 2008
WHERE: Acropolis Restaurant
TIME: 4:00–6:00

If you missed the Holiday party last year you really missed a good time! We had a great location with great appetizers and lots of holiday cheer! In addition to a fun time gathering with friends we were able to do some Holiday shopping and get some fabulous gifts! Through several donations from SWIAHU members, Insurance carriers, local business and many, many others we had some great items to bid on. This year will be no exception! We have already secured many fabulous items that you won't want to miss. Keep in mind that the proceed from the silent auction will be donated to a local charity with a portion given to HUPAC. The Holiday party is a prefect time to get together with friends, support a local charity as well as our industry through your silent auction bidding. Here are just few items already secured:

Golf Lessons, Massage therapy session, Floral arrangements, Restaurant certificates to many popular restaurants, golf packages, car wash coupons, hair car products, gas cards....many more items will be added in the following months! Mark your calendar today and don't miss this fun event!

Thank you to our Advertisers!



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



Contact for New Business

Joanne Hostetter @ 317-573-2865
Mindy King @ 317-573-2862
Toll Free: 800-320-0015

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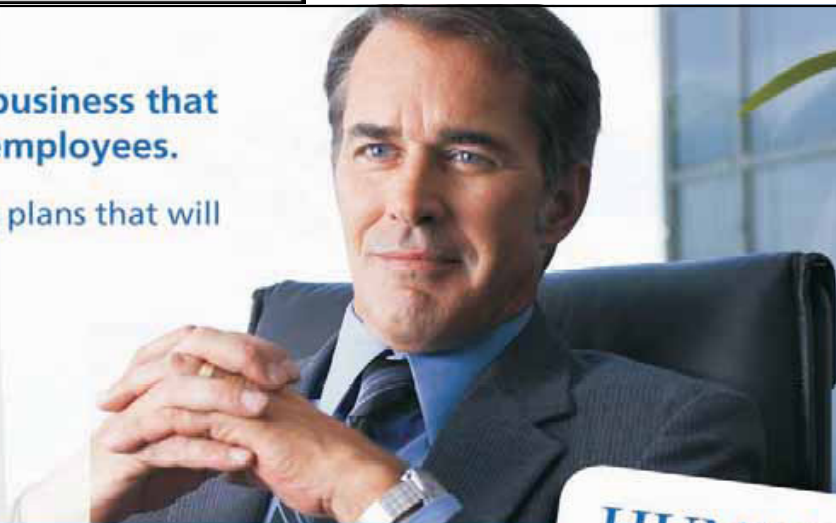
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Calendar of Events:**By: Brenda Rehl, Program/Education Chair**

Oct. 5-11, 2008	Health Insurance Awareness Week
October 7, 2008	Health Insurance Awareness Education Event - Central Library 10 a.m. - 6 p.m.
Oct. 9, 2008	Identity Theft—Jack Stroup Bulletin 164—Anita Strauss
Nov. 13, 2008	Self Funding 101
Dec. 11, 2008	Holiday Party & Silent Auction Location— <i>Acropolis</i>

New members!**By: Tina Hazelip, Membership Chair**

October 6th, 2008
Deadline to Register
to Vote!

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

www.nahu.org/awards-lprt.cfm

2008-2009 Board

President....Carolyn Beck
(812) 759-7413

Carolyn.beck@siho.org

President- Elect,..

Kevin Brewer
(812) 469-7571

Kevin.brewer@anthem.com

Secretary...Jane Baxter
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Treasurer...Kevin Brewer
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Legislative....Dennis Woehler
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Communications...Chad Decker
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(812) 471-4252 ext 10004

etrent@humana.com

At-Large....Jane Haag
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jhaag@evansville.net

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



October 5-11, 2008 Health Insurance Awareness Week

The Southwest Indiana Association of Health Underwriters, Governor Mitch Daniels and Evansville Mayor Jonathan Weinzapfle has proclaimed October 5-11, 2008 to be Health Insurance Awareness Week.

FREE BLOOD PRESSURE AND BMI (BODY MASS INDEX) SCREENINGS THROUGHOUT THE DAY!

The public is welcome to join us on October 7th, 2008 at Central Library, Browning Room B, from 10 a.m. - 6 p.m. for a Health Insurance Awareness Event. This educational event will provide the citizens in our community the opportunity to learn more about health insurance and get answers to their health insurance questions from experts in the field.

- MEDICARE
- SHIP
- LONG TERM CARE
- DISABILITY
- HEALTH SAVINGS ACCOUNTS
- MANY MORE TOPICS

For questions, please contact Carolyn Beck, President of the local chapter of the National Association of Health Underwriters at 812.759.7400.



*Health Insurance Awareness Event Co-Sponsored by:
St. Mary's Health System & Deaconess Health System*

STATE OF INDIANA
EXECUTIVE DEPARTMENT
INDIANAPOLIS

PROCLAMATION

TO ALL TO WHOM THESE PRESENTS MAY COME, GREETINGS:

Executive Order

WHEREAS, the health insurance industry in Indiana performs a valuable function in the economy of our state; and

WHEREAS, health insurance professionals play an important part in achieving economic security for individuals and businesses; and

WHEREAS, each year, thousands of Hoosiers are assisted by the insurance industry, helping provide them with security and peace of mind; and

WHEREAS, insurance professionals contribute to the welfare and stability of families in our society; and

WHEREAS, professional health insurance agents provide the expertise to help make the right health insurance choices for thousands of Hoosiers;

NOW, THEREFORE, I, Mitchell K. Daniels, Jr., Governor of the State of Indiana, do hereby proclaim October 5-11, 2008 as

HEALTH INSURANCE AWARENESS WEEK

in the State of Indiana, and invite all citizens to duly note this occasion.

To: William W. Hoover, Governor

and my hand and voice to be affixed this

Special Seal of Office. Witnessed the

City of Indianapolis, this 14th

day of July in the year of our

Lord 2008, and of the Independence

of the United States 233rd



BY THE GOVERNOR:

Mitchell K. Daniels, Jr.

Jonathan Weinzapfel
Jonathan Weinzapfel
Mayor



In the City of Evansville, Indiana.

"HEALTH INSURANCE AWARENESS WEEK"

be it resolved that I, Jonathan Weinzapfel, Mayor of the City of Evansville, do hereby proclaim October 5 - 11, 2008, as

the Southwestern Indiana Association of Health Underwriters is participating in a program to inform the public of the many varied aspects of insurance.

all persons can benefit by using health insurance professionals to make informed decisions about insurance; and

insurance renders a great service by carrying policyholder dollars back to our community, where they aid all segments of the economy; and

insurance underwriting is the process of identifying risks and offering solutions which protect and enhance the financial lives of individuals and businesses using health and disability insurance and other closely related financial products; and

more families own insurance than any other form of personal protection; and

PROCLAMATION

CITY OF EVANSVILLE





**National Association of Health Underwriters
Political Action Committee**

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*A contribution to a Political Action Committee is not deductible as a charitable contribution for federal income tax purposes. Only NAHU members, their immediate families, and NAHU Staff may contribute. All contributors must be citizens or persons lawfully admitted for permanent U. S. residence under applicable federal law. Federal law requires PACs to report the name, mailing address, occupation, and name of employer for individuals whose donations exceed \$200 in a calendar year.

Suggested Contribution Levels **

Levels	One-time	Monthly Draft	Capitol Club	One-time	Monthly Draft
Supporter	\$150	\$10.00	Gold	\$1,000	\$ 85.00
			Diamond	\$2,000	\$170.00
"365 Club"	\$365	\$30.00	2 Diamond	\$3,000	\$250.00
			3 Diamond	\$5,000	\$410.00

**These guidelines for contributions are merely suggestions. You may contribute more or less than the guidelines suggest, and the National Association of Health Underwriters (NAHU) will not favor nor disadvantage you by reason of the amount of your contribution or your decision not to contribute.

Candidate Fund ONLY Administrative Fund

PAYMENT METHODS

- One-Time Payment New Monthly Draft Increase to Monthly Draft Change of Information
- Personal Check Attached** Amount: \$ _____ MONTHLY or ONE-TIME
(Please make checks payable to HUPAC) (Please circle one: Monthly or One-Time)
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Signed Date

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