

# SWIAHU NEWS

December 2008

Southwest Indiana Association of Health Underwriters -- [www.shiahu.org](http://www.shiahu.org)



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## ATTACHMENTS:

- CE Opportunity - Jan 7th
- HUPAC Donation Form

## *SWIAHU Holiday Party Awards and Silent Auction*

Come celebrate and spread the cheer



**DECEMBER 11, 2008**

**ACROPOLIS RESTAURANT**

**4:00pm - 6:00pm**

*December is a busy time for all, especially us in healthcare!*

Take a break from the frantic pace, and JOIN US for a festive night of holiday cheer, great food, fellowship, and fantastic giveaways at our Holiday Party **this Thursday**.

The Silent Auction items are growing daily due to many of you who have committed or secured these gifts through your organizations and/or local businesses, allowing for some incredible items for you to enjoy or better yet give as gifts this holiday season.

This Evening could not be possible without the support of our Holiday Sponsor -



## ANTHEM BLUE CROSS AND BLUE SHIELD INDIVIDUAL AND GROUP SALES

IS HAPPY TO SPONSOR THE DECEMBER CHRISTMAS PARTY AGAIN THIS YEAR FOR SWIAHU.

WITH LOCAL SALES AND SERVICE FOR THE AGENTS IN SW INDIANA, WE APPRECIATE THE OPPORTUNITY TO PARTICIPATE IN SUCH A WORTHWHILE ORGANIZATION.

WE THANK THE LOCAL AGENTS FOR THEIR CONTINUED SUPPORT AND LOOK FORWARD TO WORKING TOGETHER IN 2009.

To make sure you are up to date on Anthem contact information, please find below your local and regional contacts for Anthem business.



**Sales:**

**Kathy R. Holder, HIA, CBC**  
**Regional Sales Manager, Individual Business**  
**Anthem Blue Cross and Blue Shield**  
**7501 Eagle Crest Blvd.**  
**Evansville, IN 47715**  
**(812) 469-7626**  
**(812) 469-7501 (Fax)**  
**kathy.holder@anthem.com**

**Mark Davenport**  
**Sales Account Exec, Small Group Sales**  
**Anthem Blue Cross and Blue Shield**  
**220 Virginia Avenue**  
**Indianapolis, IN 46204**  
**(317) 287-6460**  
**mark.davenport@anthem.com**

**Joni Fallowfield**  
**Sales Account Exec, Large Group Sales**  
**Anthem Blue Cross and Blue Shield**  
**220 Virginia Avenue**  
**Indianapolis, IN 46204**  
**(317) 287-5794**  
**joni.fallowfield@anthem.com**

**Service:**

**Kevin Brewer**  
**Sales Account Rep, Large Group**  
**Anthem Blue Cross and Blue Shield**  
**7501 Eagle Crest Blvd.**  
**Evansville, IN 47715**  
**(812) 469-7571**  
**(812) 469-7501 (Fax)**  
**kevin.brewer@anthem.com**

**Cheryl McKissic**  
**Sales Account Rep, Large Group**  
**Anthem Blue Cross and Blue Shield**  
**7501 Eagle Crest Blvd.**  
**Evansville, IN 47715**  
**(812) 469-7628**  
**(812) 469-7501 (Fax)**  
**cheryl.mckissic@anthem.com**

**Do you know your baseline for the Anthem 4th quarter sales contest?**  
**Please call Agency Services at 1-800-742-8199 to see how much**  
**additional cash you can make!**

**THIS THURSDAY'S SILENT AUCTION INCLUDES**  
**GREAT HOLIDAY GIVEAWAYS, SUCH AS:**  
**MASSAGES, COLTS STUFF, HOTEL GETAWAYS,**  
**SHIRTS, GIFT CARDS, NINTENDO WII ITEMS, GOLF LESSONS/**  
**ROUNDS, RESTAURANT CARDS....AND MANY MORE!!!**



**Dennis Woehler, Legislative Chair**

As many of you are probably aware, the two most recent legislative items are the final regs on FMLA and the Mental Health Parity Act. You can read more about both on the NAHU web site. If you haven't been there you should try it. The impact of these items may pale in comparison to the impact the new presidency will have on our industry. It is not NAHU's position to "wait and see" though. They are lobbying daily on our behalf to preserve the agent delivery system. Our organization is more important to us now than ever before. We will try to keep you abreast of developments as they arise.



### Kathy Holder, Awards Chair

#### SWIAHU Achieves *Silver Seal Certification* for the Second Consecutive Year

Brooke Willson, VP of Chapter Relations for NAHU, sends congratulations to the SW Chapter for achieving Silver Seal certification for the second year in a row, for 2009. In order to be silver seal certified, we had to submit certain criteria showing a full, active Board, a certain minimum of membership meetings held and other chapter criteria.

Per Brooke, "Congratulations, Southwestern Indiana AHU is Silver Seal Certified for the second year in a row. Certification is based on the chapter's achievement in a 12-month time period. Again, congratulations on a job well done and the chapter's accomplishments."

**DONT' FORGET - THURSDAY is the AWARDS CEREMONY at the PARTY!**

### Tina Hazelip, Membership Chair

Membership Challenge-----

As the saying goes, "There is Strength in Numbers", and never is it more apparant than being involved in organizations that protects, defends, and promotes the industry we call our profession. SWIAHU needs to continue to grow its members!

We ask you to bring someone to the December Holiday Party and/or the January Meeting!

#### **State Membership Challenge**

The State Chapter has put out a challenge to all Indiana NAHU Chapters regarding membership. The challenge is to make a list of 5 agents you know well who are not at the meetings and send this list by e-mail to the Membership Chair—that is me! Once you have sent the listing of members to me, I am asking that you pick up the phone and personally invite them to come to our next meeting scheduled for January 11th, 2008 at the Black Buggy Restaurant. If they are not a member, please ask them to join. If they are a member, please remind them of the value of membership.

We need to grow our membership and need our members at the monthly meetings and ask for your input. What is important to you? What type of topics would you like to have at our local meetings? Are there CE credits that you need? Does the meeting time and location work with your schedule?

Let me hear from you! Call me at 812-450-2138 or send me an e-mail at [tina\\_hazelip@deaconess.com](mailto:tina_hazelip@deaconess.com)

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#### **On-line Membership Renewal**

Renewing your membership can now be done through NAHU's website! For step-by-step instructions to renew your membership on-line,

please visit [http://www.nahu.org/members/renewmembonline\\_annual.pdf](http://www.nahu.org/members/renewmembonline_annual.pdf).

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#### **Update Your Membership Information On-line**

Due to an effort by NAHU, our membership is being asked to update their information to include home address. The reasoning is that NAHU will be sending out information periodically to members regarding legislation based on county of residence. You may update your information by going to [www.nahu.org](http://www.nahu.org); click on "My NAHU" and then click on "My Information".



#### **Membership Grace Period Changes**

Effective 1/1/2009 the grace period for payment of NAHU membership dues will change from 90 to 60 days. This change to the bylaws was approved by the House of Delegates at NAHU's Annual Convention earlier this year.

Members will receive two paper invoices from NAHU. The first will be mailed approximately six weeks before the expiration date, and the second, within 30 days of the expiration. After 60 days, if the renewal hasn't been completed, the member will receive an e-mail alerting them that their membership is about to lapse.



## Roger Garrett, HUPAC Chair

Donate, WIN A TRIP TO CAPITOL CONFERENCE

Everyone who either becomes a new HUPAC contributor or increases their donation will be entered into a drawing to win free registration to Capitol Conference - including a hotel stay, dinner for two at a Top D.C. restaurant, and an airline gift card to help get you there! DRAWING TO BE ANNOUNCED IN JANUARY 2009.

For more information, contact Danielle Jaffee: [djaffee@nahu.org](mailto:djaffee@nahu.org) or 703-276-3839

Please see attached HUPAC form at the back of the newsletter for DONATIONS!

## Chad Decker, Communications Chair

Advertising Opportunities for 2009

SWIAHU is needing E-Newsletter Advertising from you. What an exciting and cost effective way to reach your target audience!



Type	Size	Annual Price
Business Card	3 ½ x 1 ½	\$ 60.00
Quarter Page	5 x 3 ¾	\$ 300.00
Half Page	10 x 3 ¾	\$ 600.00
Full Page	10 x 7 ¾	\$ 1200.00

Copy & commitment deadline: December 29 for the January 10, 2009 newsletter

Ads are full color and included in newsletter October through May (8 issues). Ads will also be included in any additional issues distributed during summer months when SWIAHU events are scheduled.

For more information, contact: Chad Decker, SWIAHU Communications Chair  
(812) 471-4252 ext. 10003, [Cdecker2@humana.com](mailto:Cdecker2@humana.com)

## SWIAHU ATTENDANCE CONTEST

**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**

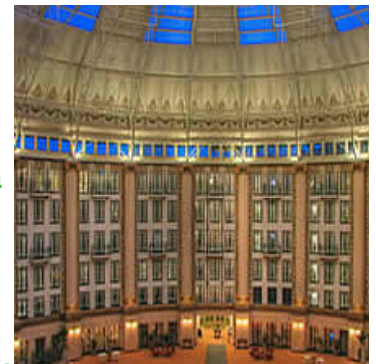
**Education Event, Golf outing and Christmas Party that you attend, your name will be entered in for a special prize drawing.**

**The contest runs from 9/30/08 through 10/8/09.**

**The grand prize to the winner of the contest is:**

**(1) Overnight Stay for You and a Guest at the West Baden Resort in French Lick**

**Along with a \$100 Gift Certificate for Dinner!**



# CALENDAR OF EVENTS

December 11 - Holiday Party@Acropolis (4pm - 6pm)

January 15 - January Meeting@Black Buggy (11:30am-)

--Wellness presented by Jeff Ashmore, HUMANA



## 2008-2009 Board

**President.....Carolyn Beck**  
(812) 759-7413  
Carolyn.beck@siho.org

**Legislative....Dennis Woehler**  
(812) 465-0642  
dennis.woehler@oldnationalins.com

**Membership Retention & PAC..Roger Garrett**  
(812) 474-1218 ext 219  
r\_garrett@insbusplan.com

**President- Elect,..Kevin Brewer**  
(812) 469-7571  
Kevin.brewer@anthem.com

**Membership....Tina Hazelip**  
(812) 450-2138  
tina\_hazelip@deaconnes.com

**Communications...Chad Decker**  
(812) 471-4252 x 10003  
cdecker2@humana.com

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

**Media Relations...Jill Ross**  
(812) 759-7410  
jill.ross@siho.org

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

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

**Programs/Educ....Brenda Rehl**  
(812)485-7365 g  
bkrehl@stmarys.org

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

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

**Thank you to our Advertisers!**



**Medical Cost Solutions  
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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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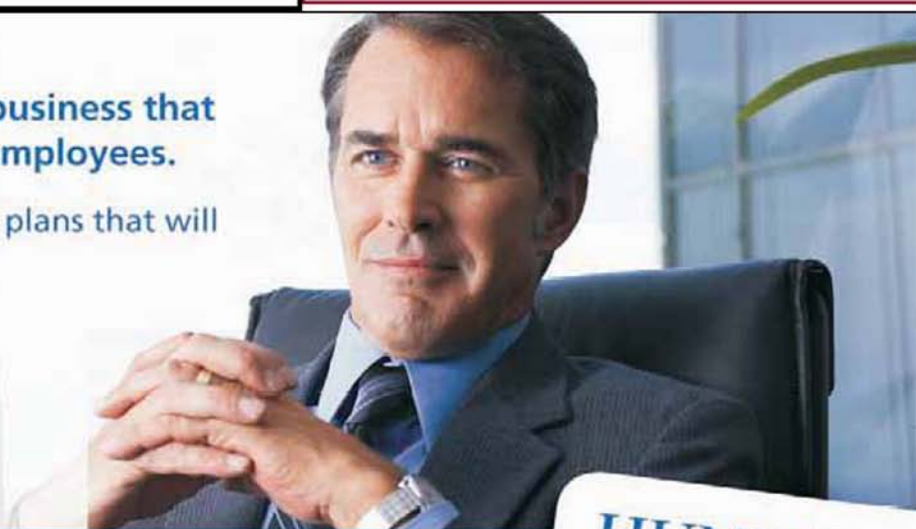
Norman D. Springer, CLU, RHU, FLMI  
 Senior Marketing Director, Individual

Phone: (317) 752-7920  
 Fax: (317) 758-4285

[nspringer@american-community.com](mailto:nspringer@american-community.com)

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GHC24459LR 3/08

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- Dental, Life, Vision

**--PLACE YOUR AD HERE--**

**CALL OR EMAIL CHAD DECKER, 812-471-4252, ext 10003, [cdecker2@humana.com](mailto:cdecker2@humana.com)**

**MEHRINGER  
& ASSOCIATES**  
Marlene H. Bowen, LUTCF, RHU  
Marlene@MehringersAssociates.com

*Continuing Education Series:*

*A full day of quality CE  
for you and your staff!*

**Sponsored  
by:**



# Deaconess Health Plans

**WHEN:**

**Wednesday  
January 7, 2009**

**WHERE:**

**Deaconess Gateway  
Conference Center**  
4011 Gateway Blvd.  
Newburgh, IN 47630

**PRESENTED BY:**

**NAIFASWI**  
*National Association  
of Insurance & Financial  
Advisors*  
—Southwestern Indiana

**AGENDA**

**8:00 a.m. Registration & Breakfast**

**8:30 a.m. ESTATE PLANNING 101**

*3 hour CE, Course# 15797*

*...basic course for the agent wanting to break into the Estate Planning area; from simple wills to trusts.*

**11:30 Lunch** *(Included in All Registrations)*

**12:15 pm CLIENT NEEDS BEYOND LIFE INS.**

*4 hour CE, Course # 16250*

*...includes an explanation of Retirement Planning (Social Security benefits, Retirement Benefits, IRAs, Annuities) and Disability Income ins.*

**4:15 p.m. ADJOURN**

*IN DOI CE Provider #73201*

**Registration Deadline: December 30, 2008**

*No refunds after December 30, 2008*

**FOR MORE INFORMATION CONTACT:**

**Marlene Bowen**  
812-449-9782  
Marlene@MehringersAssociate

*I am a NAIFA/NAHU Member*

Member Number \_\_\_\_\_

Attendee Name (EXACTLY as it appears on your insurance license) \_\_\_\_\_

Indiana Insurance License Number \_\_\_\_\_ Date of Birth \_\_\_\_\_

Business Address \_\_\_\_\_ City, St. Zip \_\_\_\_\_

Email address (for registration confirmation only) \_\_\_\_\_ Phone \_\_\_\_\_

Non-Member NAIFA/NAHU  
Member

<b>Registration Fees</b>	\$70.00	\$50.00
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**Total Enclosed: \$** \_\_\_\_\_

**Please make check payable to Mehringer & Associates and mail to:**

**Marlene H. Bowen, 8245 Woodbriar Dr., Evansville, IN 47715**



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

HUPAC • P.O. Box 20865 • Indianapolis, IN 46220-0865  
Phone: (703) 276-0220 • Fax: (317) 253-9285

**HUPAC CONTRIBUTION FORM**

FIRST NAME	MIDDLE INITIAL	LAST NAME	
OCCUPATION #	EMPLOYER #	WORK EMAIL	
WORK ADDRESS			
	( ) -	( ) -	
WORK CITY, STATE, ZIP	WORK PHONE	WORK FAX	
HOME ADDRESS			
	( ) -	( ) -	
HOME CITY, STATE, ZIP	HOME PHONE	HOME FAX	
PERSONAL/HOME EMAIL	REGION	STATE	CHAPTER

<sup>2</sup>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 <sup>\*\*</sup>**

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

<sup>\*\*</sup>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)*
- MasterCard       Visa       Discover       American Express
- Credit Card Draft       Bank Account Draft *(attach voided check)*

-----  
Card Number      Expiration Date  
I authorize HUPAC to initiate charges to my personal bank account or credit card as shown above.

-----  
Signed      Date

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