

SWIAHU NEWS

January 2009

Southwest Indiana Association of Health Underwriters -- www.swiahu.org

meeting is THIS Thursday, January 15th at Black Buggy starting at 11:30am



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ATTACHMENTS: HUPAC Form



“The Wellness Opportunity for Employers”

Thursday, January 15th Black Buggy Restaurant
Registration at 11:00am, Program at 11:30am

Jeff Ashmore, Regional Wellness Consultant for Humana, Inc. (Cincinnati) will be our featured speaker to discuss the latest trends on WELLNESS.

Don't miss this exciting opportunity to get educated on this growing emphasis for your employer groups as not too long ago WELLNESS was simply a value add offering, but now is becoming an essential and leading sales solution to offset rising healthcare costs and ever increasing medical conditions for your customers! The Public is ready, are you?

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bsexton@humana.com

Let us be a part of your **Guidance Solution For Your Employer's Benefits!**

CLASSES STARTING TODAY, TOMORROW, and NEXT WEEK!

RHU/REBC Winter Online Class

Education and training is important in any profession. If your competitors gain knowledge or obtain more skills, you must try to catch up to them. However, if you become more knowledgeable, everyone else must catch up to you.

Earn a Designation

The Registered Health Underwriter designation is the undisputed professional credential for persons involved in the sale and service of health and disability income insurance. We can help you reach new levels of success with our exclusive online RHU classes. The first courses, RHU HS 325 (Group Benefits) and RHU HS 340 (Advanced Topics in Group Benefits), were a huge success. NAHU and The American College are now enrolling students:

» **HS 344: Tuesdays, Jan. 13-March 17**

» **HS 340: Wednesday, Jan. 14-March 18**

» **HS 325: Thursdays, Jan. 19-March 19**

The courses will again be taught by NAHU member Julie King, CLU, ChFC, CEBS, RHU, REBC, one of NAHU's leading experts. These weekly Webinars will be held from 10 a.m. to noon EST on the assigned days. To obtain additional information or to enroll, [click here](#).

If you have any questions about any of NAHU's certification or designation programs, please contact Farren Ross ([fross@nahu.org](mailto:ross@nahu.org)).

Enhance your knowledge now and stay ahead of your competitors

DECEMBER'S SILENT AUCTION WAS A ROARING SUCCESS AND WE COULD NOT HAVE DONE IT WITHOUT THESE BUSINESS AND INDIVIDUALS THAT DONATED THE GIFTS AND MONEY! THIS SILENT AUCTION RAISED A SWIAHU RECORD \$1,590 FOR IMPACT MINISTRIES/PAC.

ALL AMERICAN CAR WASH, ANCHOR INDUSTRIES, BONEFISH GRILL, CASINO AZTAR RESTAURANTS, CHEESEBURGER IN PARADISE, CHINA BISTRO, DEACONESS HEALTH PLANS, DEAN BOSLER'S, DON'S CLEANERS / CLAYTON'S, EAGLE VALLEY GOLF COURSE, EI SPORTS & APPAREL, ENCORE, FAZOLI'S, FIRST AVENUE CAR WASH, FOX & HOUND ENGLISH PUB, GERST HAUS, HEALTH RESOURCES, INC., HUMANA, KIRLIN'S HALLMARK, LONGHORN STEAKHOUSE, MEHRINGER & ASSOCIATES, MCDONALD'S GOLF COURSE, MERITAIN, RAFFERTY'S, RELIANCE STANDARD LIFE INSURANCE COMPANY, RI RA'S, RICK-A-JAY CLEANERS, ROCA BAR, ROGER'S BENEFIT GROUP, SIHO, SNODGRASS FLORAL, SPORTSDEN PIZZA & PUB, TACO TIERRA, THE GREAT FRAME UP, THE WOMEN'S HOSPITAL, UNITEDHEALTHCARE, WALEED'S INTERNATIONAL HAIR, WELBORN HEALTH PLAN, WESTERN RIBEYE, WORKING DISTRIBUTORS, AND ZIEDLER'S.

**A TREMENDOUS THANK YOU---IT REMINDED US
WHAT WAS IMPORTANT IN THIS SEASON---GIVING!**

***Indiana State Association of Health Underwriters'
2009 Legislative Reception & Continuing Education Seminars***

Wednesday, February 4th

***Downtown Indianapolis at the
Indiana Statehouse and One America Square***

Please join us for the opportunity to discuss ISAHU's 2009 legislative agenda with our State's legislators in an intimate gathering; lunch will be provided. ISAHU's new lobbyist and new PAC administrator will be introduced to the membership and available for questions.

Tentative Agenda

<i>8:00-8:30 am</i>	<i>Registration for CE</i>
<i>8:30-9:30 am</i>	<i>1 hour CE Course NAHU's Healthy Access Plan-No Cost See Course Description</i>
<i>9:45-11:15 am</i>	<i>Legislative Briefing</i>
<i>11:30 am-1:30 pm</i>	<i>Luncheon with Legislators</i>
<i>2:00-4:00 pm</i>	<i>2 hour CE Course NAHU Wellness Certification Course</i>

****See Cost and Course Information***

*****Hosted by the Indy AHU Chapter***

Cost for the Legislative Reception Only: No Charge for ISAHU members that have contributed \$50 or more to ISAHU-PAC. Non ISAHU-PAC Contributors are \$20.00. (ISAHU-PAC contributions will be accepted at the door)

RSVPs, completed registration form and payment must be received no later than 1/27/2009.

Reply to Marlene Bowen at marlene@mehringerrassociates.com or by phone at (812) 449-9782. No walk-ins permitted.

REGISTRATION FORM ATTACHED AS the WORD Document to this email!



NAHU Membership Application

Last Name	First Name	Designation	
Company	Title	Referral/Sponsor	
Mailing Street Address	City	State	Zip
Telephone	Fax	E-Mail Address	
Home Street Address (for legislative purposes)	City	State	Zip
Southwestern Indiana AHU			
Local Association (see other side of this application)			

Form of Payment Enclosed: **Amount:** \$280.00

Monthly Draft (please select one) Checking Account Credit Card
 Check (payable to NAHU)
 Annual Credit Card (please select one) Visa MasterCard Am Ex Discover

Bankdraft / Credit Card Authorization Form:

I (we) hereby authorize NAHU to initiate debit entries to my (our) account as indicated.

- Monthly debits will equal one-twelfth of any current applicable national, state or local dues.
- (Please include a voided check from the account to be drafted, or write credit card number below)

Name (as it appears on the check or credit card)	Signature
Account Number	Expiration Date

Please Mark the Box or Boxes For The Areas of Your Practice:

<input type="checkbox"/> Long Term Care	<input type="checkbox"/> Disability	<input type="checkbox"/> Managed Care	<input type="checkbox"/> Retirement
<input type="checkbox"/> Individual	<input type="checkbox"/> Large Group	<input type="checkbox"/> Small Group	<input type="checkbox"/> Worksite Mktg.
<input type="checkbox"/> TPA	<input type="checkbox"/> Self Insured	<input type="checkbox"/> Medicare Supplement	<input type="checkbox"/> Dental

Mail To: Tina Hazelip, SWIAHU Membership Chair, Deaconess Health Plans,
350 W. Columbia #400, Evansville, IN 47710
(812) 450-2138

**If you have questions, please contact Illana Maze,
NAHU VP of Membership, at 703-276-3810**



Roger Garrett, HUPAC Chair

Donate, WIN A TRIP TO CAPITOL CONFERENCE (NOT TOO LATE!) Everyone who 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 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

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

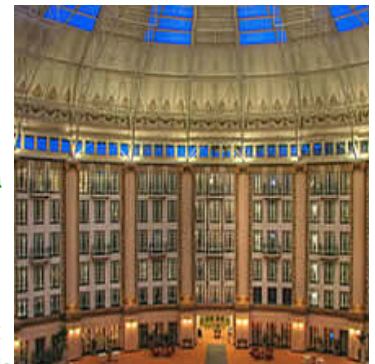
Education Event, Golf outing and Christmas Party that you attend, your name will be entered in for a special prize drawing.

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

February 4 - ISAHU 2009 Legislative Reception/Seminar

February 12th - SWIAHU Meeting @Black Buggy (11:30am-)
--Presenter is Randy Craig

2008-2009 Board

President.....Carolyn Beck
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Legislative.....Dennis Woehler
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Kevin.brewer@anthem.com

Programs/Educ....Brenda Rehl
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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!



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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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 812.759.7400 or 888.843.1312

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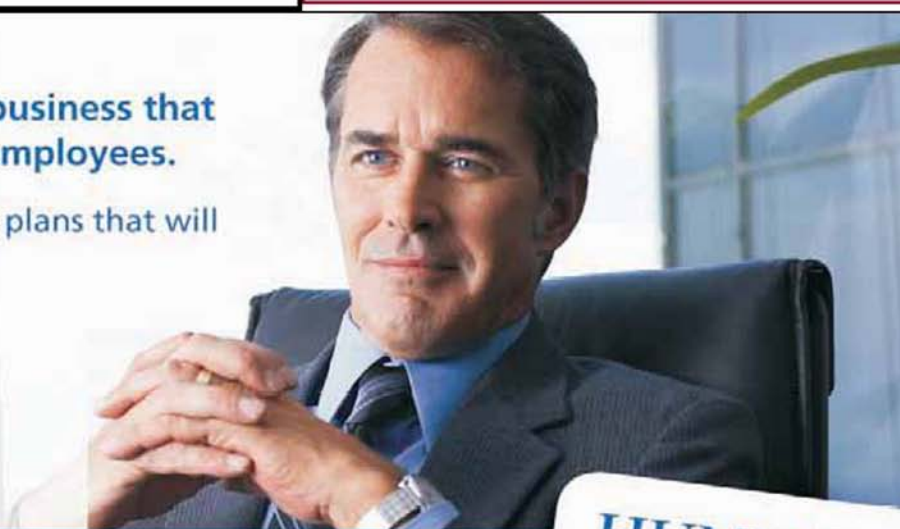


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 nspringer@american-community.com

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- Medicare
- Individual health
- Dental, Life, Vision

--PLACE YOUR AD HERE--

CALL OR EMAIL CHAD DECKER, 812-471-4252, ext 10003, cdecker2@humana.com

