



SWIAHU News

December 2009
www.swiahu.org



SAVE THE DATE!
SWIAHU's
Holiday Party * Silent Auction * Awards Banquet
December 10th, 2009
Acropolis Restaurant
4:30 p.m.—7:30 p.m.

Items up for auction—Peyton Manning signed football, Gift Cards, Spa Packages, Golf lessons, Overnight stay at Casino Aztar and many, many more wonderful items!!!!!!!!!!
See page 3 for more details!

Thank you to our monthly sponsor.

- INSIDE THIS ISSUE**
- Thank you Anthem!
 - Legislative updates
 - Membership updates
 - Newsletter sponsors
 - Holiday Party and Silent Auction updates!
 - Award Chair update
 - Blast from the past!
 - Meeting reminders, new members, BOD listing
 - HUPAC Form
 - Membership Application



for their continued support and look forward to working together in 2010. To make sure you are up to date on Anthem contact information, please find below your local and regional contacts for Anthem business.

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

Kathy R. Holder, HIA, CBC
 Regional Sales Manager, Individual Business
 7501 Eagle Crest Blvd.
 Evansville, IN 47715
 (812) 469-7627
 Kathy.holder@anthem.com

Kevin Brewer
 Sales Account Rep, Large Group
 7501 Eagle Crest Blvd.
 Evansville, IN 47715
 (812) 469-7571
 Kevin.brewer@anthem.com

Ryan Abell
 Sales Account Exec, Small Group Sales
 220 Virginia Avenue
 Indianapolis, IN 46204
 (317) 287-5597
 Ryan.abell@anthem.com

Cheryl McKissic
 Sales Account Rep. Large Group
 7501 Eagle Crest Blvd
 Evansville, IN 47715
 (812) 469-7628
 Cheryl.mckissic@anthem.com



Joni Fallowfield
 Sales Account Exec., Large Group Sales
 220 Virginia Avenue
 Indianapolis, IN 46204
 (317) 287-5794
 Joni.fallowfield@anthem.com

Zane Skiles
 Sr. Account Manager
 7501 Eagle Crest Blvd
 Evansville, IN 47715
 (812) 469-7593
 zane.skiles@anthem.com

Message from Dennis Woehler, Legislative Chair

Dennis Woehler
Legislative Chair



Well, December is upon us and no health bill out of the Senate yet. But don't drop your guard. After all of the wrangling and deal making, something will come out. We need to be sure to keep letting our Senators know that the public option is unacceptable. There is much waffling going on, and rumors of cost estimates abound. At this point, a bill coming out of the Senate without a public option would be the best Christmas present we could ask for.

On another note, be sure to advise your customers about the DOL interpretation of the COBRA subsidy. Originally it was thought that an "involuntary termination" between September 1, 2008 and December 31, 2009 would be eligible for the subsidy. But recently the DOL has interpreted this to mean that termination and eligibility for COBRA must be before December 31, 2009. This means that employees who terminate in December and their coverage continues until the end of the month will not be eligible for the subsidy.

Hope each and every one of you have a Merry Christmas- and may it be a happy and prosperous new year!

Dennis C. Woehler LUTCF, REBC
Account Executive
Old National Insurance
(812)465-0642
dennis.woehler@oldnationalins.com

Renewals—New Members— Returning Members



Tina Hazelip
Membership Chair
Phone: 812-450-2138
Tina_hazelip@deaconess.com

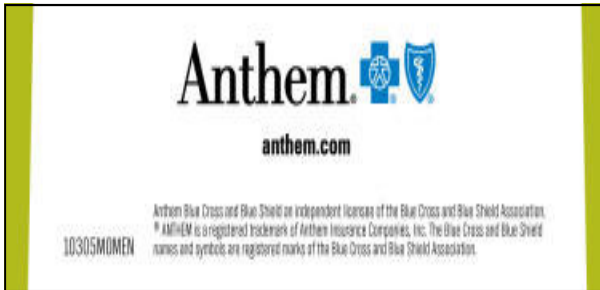
I would like to welcome our newest member Marcia Oyster from H&M Insurance! Marcia was recruited by Jane Haag so we want to thank Jane also for bringing in a new member for SIWHAU!

Members have many valuable benefits from their NAHU membership. I suggest that you log on to NAHU.org and review all the valuable information and resources we have to offer. While you are at it check out our local website at www.swiahu.org!

As a reminder, please visit www.nahu.org to ensure your contact information is up-to-date. NAHU provides updates via email on current affairs (i.e. health reform debates), as well as other pertinent information. If you need assistance in updating your information, please email me directly at tina_hazelip@deaconess.com.

*Merry Christmas from
SWIAHU!*

Thank you to the newsletter sponsor!



We are looking for additional sponsors for our newsletter. Would you like to give your company exposure through our monthly newsletter and website at www.swiahu.org? If so, please contact us!

January – May, August – December

Business Card	3 ½ x 1 ½	\$ 100.00
Quarter Page	5 x 3 ¾	\$ 300.00
Half Page	10 x 3 ¾	\$ 600.00
Full Page	10 x 7 ¾	\$ 1200.00

Please contact Carolyn Beck for additional information at Carolyn.beck@siho.org or 812-759-7413

Holiday Party of the YEAR!



Jane Haag
Public Service
Chair
812-477-7100

As SWIAHU’s Christmas event quickly approaches the Silent Auction committee has been in action securing items for our members bidding pleasure. We are hoping this year will be our biggest event to date. We have items from numerous restaurants, massages, golf lessons, an overnight stay with breakfast at Casino Aztar, ipods, MP3 players and a Colts football signed by Peyton Manning! More items are flowing in daily and we are really excited this year to offer our members some great holiday gift ideas. Our charity this year is Impact Christian Health Center. Each \$20 donation from our organization sponsors one patient visit for those in need of healthcare in our community. So when you come to our Christmas Party and bid on the auction items please keep in mind your dollars provide a wonderful blessing for those less fortunate than we are this holiday season. See you December 11th at the Acropolis. Merry Christmas to all!

SWIAHU’s
Holiday Party * Silent Auction * Awards Banquet
December 10th, 2009
Acropolis Restaurant
4:30 p.m.—7:30 p.m.

Thank you to our donors for their generous support!

Anchor Industries * BDS * Bob Evan’s * Buffalo Wild Wings * Casino Aztar * CiCi’s Pizza * Cork & Cleaver * Dave’s Sport’s Den * Delta Dental * DHP * E1 Sports & Apparel * Eagle Valle Golf Course * Elizabeth Trent * Encore * Fazoli’s * First Ave. Car Wash * Fox & Hound * Gerst Haus * Golden Corral * Grandy’s * Hacienda * HRI * Humana * Karen Morris * Kelly Endsley * Kirklin’s Hallmark * New Beginnings Hair Salon * Old Mill * Reliance Standard * Roca Bar * Salad World * SIHO * Snodgrass Floral * Starbucks * UHC * Welborn Health Plans * Working Distributors –Budweiser * Zeidlers

Award Criteria—Submitted by Elizabeth Trent, SWIAHU Award Chair

Elizabeth Trent
Award Chair



In the November issue, I shared with you information regarding our Chapter working toward attaining the Pacesetter Award. In this issue, I have taken one category and broken down the responsibilities that go with it in order to receive the points we need:

Membership is important for any organization to thrive and continue to support their cause. The same is true for our Association. With our membership, we have an opportunity to recruit new members and reinforce the importance of what our association stands for and protects. There are six (6) areas that can make up a maximum of 900 points for our chapter.

Those areas are:

- #1 - Sponsor a chapter membership campaign/contest. In 2009 we sponsored a membership contest and the winner won a fabulous weekend to the West Baden Hotel.
- #2 - Net membership gain (for period 4/1 through 3/31). This information is verified by NAHU. We currently have 45 active members. Just, think how much we could grow and do if just each of us recruited one member!!
- #3 - Percentage of Membership enrolled in NAHU's bank draft program. This information is verified by NAHU. Why not get points for something and make it easier for us to pay our dues
- #4 - Contacted billed not paid list each month and sent report to state membership chair each month. This is where I would like to extend recognition to our Membership Chair, Tina Hazelip. Without her diligently working on this list, we would not at our current membership count.
- #5 - Contact lapsed list each month and sent report to state membership chair each month. Again, Tina worked diligently to contact every member on the list that has lapsed to ask them to renew their membership.
- #6 - Establish/maintain mentor program for new members. Should you be reading this for the first time and would like to learn more about our association, please contact Tina Hazelip, Member Chair, to learn how you can get involved. 812-450-2138.

A BLAST from the PAST



Jane Baxter
Secretary

Do you remember these Christmas Parties from the past?

1999

Christmas reception—Elliotts

2001

Kipplee's was the location

Tami Tenbarge brought a boom box and Christmas CD's

2002

Acropolis was the place!

2003

Kipplee's was the location

Collected money for the Ozanam Family Shelter

Calendar of Events:

By: Brenda Rehl, Program/Education Chair



Holiday Party * Silent Auction *

AWARD Banquet

December 10th, 2009
 Location: Acropolis
 Time: 4:30 - 7:00
 Sponsored by: Anthem



Please recruit a new member today!

Contact Tina Hazelip, Membership Chair, for more information on membership or prospective members! Email at: Tina_hazelip@deaconess.com

Announcement:

Strategic Planning session scheduled:

Date: February 5th, 2010
Location: Carolyn Beck's house
 200 Springhaven Drive
 Evansville, IN 47710
Time: 12:00-5:00

All members are welcome to attend and share ideas!

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

www.nahu.org/awards-lprt.cfm

2009-2010 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
 (812) 490-7262

jbaxter@tbsllc.net

Treasurer...Kevin Brewer
 (812) 469-7571

Kevin.brewer@anthem.com

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

dennis.woehler@oldnationalins.com

Membership.....Tina Hazelip
 (812) 450-2138

tina_hazelip@deaconnes.com

Media Relations...Jill Ross
 (812) 759-7410

jill.ross@siho.org

Programs/Education...Brenda Rehl
 (812)485-7998

bkrehl@stmarys.org

Membership Retention & PAC
 Roger Garrett

(812) 474-1218 ext 219

r_garrett@insbusplan.com

Awards...Elizabeth Trent
 (812) 471-4252 ext 10004

etrent@humana.com

Public Service Chair...Jane Haag
 (812) 477-7100

jhaag@evansville.net

At-Large...Chris Barthel
 (812) 386-7727

chris@thebarthelagency.com

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



**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

*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)
- 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

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



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 Ilana Maze,
NAHU VP of Membership, at 703-276-3810**