



SWIAHU News

April 2010



Southwest Indiana Association of Health Underwriters
www.swiahu.org

Monthly Meetings !
Date: Thursday, April 15, 2010
Time: 11:30 a.m. registration & lunch
12:00 p.m. Meeting begins
Location: Black Buggy Restaurant –
4920 Davis Lant Drive, Evansville, IN

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Guest Speaker:

Anita Strauss, Deputy Commissioner of Health Policy

Topic:

Impact to IDOI following Health Care Reform

Anita has over 20 years of insurance industry experience. She began her career in 1986 with a local HMO before moving to the rental PPO field. She has held her Accident & Health license since 1995, working with health policies for individuals, small group, large group, Medicare Supplement, Medicare Advantage and Medicare Part D programs. She is familiar with fully insured as well as self funded health plans, and is a licensed Pharmacy Technician from Marion College. Anita came to the Indiana Department of Insurance in April of 2008 as the Health Policy Program Director. She was promoted in June of 2009 to the position of Deputy Commissioner of Health Policy when Carol Cutter was appointed Commissioner by Governor Daniels.

Thank you to our monthly sponsor.



**INSURANCE
SERVICES**

SIHO Insurance Services is a leader in innovative health benefit solutions for businesses of all sizes, offering a wide range of products and services including third-party administration, fully insured plans, flexible spending plan admini-

stration and a full line of consumer-directed health plans.

SIHO was formed in 1987 through the cooperative efforts of local physicians, hospitals, and employers who were concerned about the rising cost of health care. Today, SIHO is a regional leader in health care delivery systems and insurance products for more than 80,000 members in more than 800 companies of all sizes.

SIHO's network includes more than 9,000 physicians and 65 hospital facilities. SIHO has office locations in Columbus, Bloomington, Evansville, Seymour, Indianapolis, and Logansport, Indiana.

April 15th Tax Deadline!

Don't forget that a portion of your NAHU dues are tax deductible!

Message from the President—Elect

Kevin Brewer
 President-Elect/Treasurer
Kevin.brewer@anthem.com

Capitol Conference Re-Cap

I had the privilege of attending the Leadership Forum and Cap Conference this year in Washington, DC. It was amazing. Held in one of the most awesome cities in the world (my opinion), the conference matched the greatness of the city.

I flew in on Saturday, March 6th, and was able to do a little sightseeing. When I see the White House, I just stop and stare. The first time I saw it, I remember thinking it was smaller than I had imagined. However, when you think of the history inside those walls, it is enormous, elegant and beautiful.

Next, I walked down to the Washington Monument and the World War II Memorial. The World War II Memorial is very impressive. It was almost dark, so I wrapped up my sightseeing for the day. Did I mention that you do a lot of walking while you are in Washington, DC???



(This picture was taken with my cell phone standing at the World War II Memorial looking toward the Lincoln Memorial at sunset)

Sunday kicked off with the Leadership Forum. We heard from Russ Childers, NAHU President. He talked about his experience as President this year. Mel Schlesinger, NAHU Vice President, spent a considerable amount of time talking about recruiting volunteers and also empowering volunteers. Steve Selinsky, NAHU President-Elect, spoke to us about what we can expect in the upcoming year. Also, there were several roundtable discussions in which we discussed Membership & Retention, Succession Planning and Best Practices. The Leadership Forum was very educational and worthwhile to attend.

Capitol Conference actually started on Monday, March 8th. The conference kicked off with a general session in which Janet Trautwein gave an overview on the “basics of lobbying and an overview of key federal issues.” Stuart Rothenberg, Editor and Publisher of the Rothenberg Political Report, talked about Health Reform and the 2010 Election Cycle. This was a very interesting presentation. The 2010 Elections are going to be very exciting!

Breakout sessions and a Region 3 meeting followed the general session and Monday wrapped up with an afternoon general session that included a presentation titled, “How Health Reform Will Improve our Economy” by Len Nichols, Director of the Health Policy Program at the New America Foundation. He was probably the most entertaining speaker of the conference, however, the convention attendees didn’t give him the warmest welcome based on his presentation and his views.

The afternoon session ended with a legislative Town Hall meeting in which members could ask questions of Janet Trautwein and the legislative staff from NAHU.

Tuesday, March 9th, started off with an exciting general session in which we had the privilege of hearing from Senator Breakout sessions and a Region 3 meeting followed the general session and Monday wrapped up with an afternoon general session that included a presentation titled, “How Health Reform Will Improve our Economy” by Len Nichols, Director of the Health Policy Program at the New America Foundation. He was probably the most entertaining speaker of the conference, however, the convention attendees didn’t give him the warmest welcome based on his presentation and his views.

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Tuesday, March 9th, started off with an exciting general session in which we had the privilege of hearing from Senator Scott Brown (R-MA). He indicated that it was his first “official” speech as a senator. He also noted that his truck was out back. Senator Ben Nelson (D-NE) also spoke. He spent most of his time discussing why he lobbied for the Cornhusker Kickback and tried to argue that it was meant to be for all states—not just his state. We also heard from Congressman Mike Pence (R-IN). His speech was very inspiring and helped us all understand how Washington works. The Indiana attendees had the privilege of having a group picture with Congressman Pence after his presentation. He then took the time to talk to each of us and others from around the country.

We actually went to Capitol Hill Tuesday afternoon to meet with members of Congress. I was part of a group that met with a staff member of Senator Bayh. We had a good discussion with the staff member regarding our concerns about the current legislation and the fact that reform needed to include measures to bring down the cost of health care. The meeting was overshadowed by the fact that the Senate had already passed the legislation and reconciliation was being discussed and the fact that Senator Bayh would not be running for reelection.

My return flight was Tuesday evening and I was exhausted!! The Conference was extremely beneficial and was another eye-opener to the benefits of being a member of NAHU. The NAHU staff works very hard for our organization and our industry. I think the benefits of being a member of NAHU will become even clearer in the months to come as the recent legislation that was passed is dissected and interpreted. Hang on!!

Legislatively speaking...



Dennis Woehler
Legislative Chair
Dennis.woehler@oldnationalins.com

Attached is a condensed timeline for implementation of health-care reform since the passing of the Reconciliation bill- assuming the bill is not repealed. I am sure you heard that Mr. Zoeller, Indiana's Attorney General, has now filed a lawsuit against the Federal Government over the constitutionality of this bill? That makes 18 states. This is not over. In the meantime though, it is the law of the land and the attached timeline is currently what we have to go by. Stay tuned.



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Group Sales Manager
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Kansas City Life Group Benefits offers a full line of ancillary products including: Life, Long Term Disability, Short Term Disability, Dental and Vision. Employers with groups as small as two can find the right coverage at affordable prices.

Membership Survey



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

SURVEY, SURVEY, SURVEY!!!
Calling all members—we need your feedback!!

As your membership chair it is very important that we understand what you value from your SWIAHU membership. Therefore I have included at the back of this newsletter a survey we hope you will complete and return by the end of the month. Feel free to scan and e-mail your responses back in an e-mail. If you prefer, you may also fax your response back to 812-450-2030. I will compile the responses and provide those to the Board of Directors so that we might be able to continue with current programs and/or implement changes of values.

Newsletter sponsor opportunities!






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 2	\$ 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 Communication's Chair for additional information at Carolyn.beck@siho.org or 812-759-7413

 <p>SIHO INSURANCE SERVICES www.siho.org</p>  <p>HEALTHIEST EMPLOYERS</p>  <p>WELCOA WELLNESS COUNCIL OF AMERICA Gold Status Workplace</p>  <p>American Heart Association Learn and Live...</p>  <p>Fit Friendly Company</p>	<p>AWARD WINNING!</p> <p>SIHO is your one-stop shop for complete group benefit packages.</p> <p>Call us to learn more: 888-843-1312</p>
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Award Criteria—Submitted by Elizabeth Trent, SWIAHU Award Chair



Elizabeth Trent
Award Chair
(812) 471-4252 ext 10004
etrent@humana.com

The awards committee has successfully submitted the PaceSetter for 2009-2010!! We exceeded the threshold of 2,135 with **2,370**. A total of 14 PaceSetter Awards will be presented to the highest scoring chapters.

The committee also completed the 2010 NAHU Local Website Award.

This awards honors local chapters for outstanding websites that serve as a resource for promoting the value of membership. A total of two local website awards will be presented. *(Thank you John Bowen for giving us an outstanding website!!)*

I am confident that we will receive an award this year!!

Many thanks to Carolyn Beck and Brenda Rehl for their assistance on the Awards Committee.

To learn more about Awards, log on to www.nahu.org and click on members, then select awards.

Have a blessed month!

Elizabeth Trent
Awards Chair

Local recognition

Congratulations to Jane Haag - She won two tickets to the Brickyard 400 on July 25th. Her name was drawn for the ISAHU Membership contest. Jane signed up four new members.

Thank you Jane for growing our chapter and all that you do to help our association and NAHU!



Calendar of Events:

By: Brenda Rehl, Program/Education Chair

April Meeting

April 15th, 2010

Speaker: Anita Strauss—IN DOI

Sponsored by: SIHO Insurance Services

Location: Black Buggy Restaurant

May Meeting

May 20th, 2010

Speaker: Marcia Oyster

Sponsored by: HM Insurance

Location: Black Buggy Restaurant

Save the Date!

SWIAHU Annual Golf
Outing
September 16th, 2010



REMINDER

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; click on "My NAHU" and then click on "My Information".

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

www.nahu.org/awards-lprt.cfm

Also see attachment at the back of the newsletter

2009-2010 Board

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

Carolyn.beck@siho.org

President- Elect/Treasurer

Kevin Brewer

(812) 469-7571

Kevin.brewer@anthem.com

Secretary...Jane Baxter

(812) 490-7262

jbaxter@tbsllc.net

Awards...Elizabeth Trent

(812) 471-4252 ext 10004

etrent@humana.com

Legislative....Dennis Woehler

(812) 465-0642

dennis.woehler@oldnationalins.com

Membership....Tina Hazelip

(812) 450-2138

tina_hazelip@deaconess.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

Public Service Chair...Jane Haag

(812) 477-7100

jhaag@evansville.net

At-Large...Candace Adye

(812) 205-8566

cadye@universalamerican.com

At-Large...Chris Barthel

(812) 386-7727

chris@thebarthelagency.com

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



SOUTHWEST INDIANA ASSOCIATION OF HEALTH UNDERWRITERS

MEMBER SURVEY

This is YOUR chance to voice your opinions! Survey results will be used when making decisions for future meeting locations, continuing education topics, etc. Your input is greatly appreciated!

1. Would you prefer a breakfast meeting? If so, what time?

2. What topics would you like to hear about at the meetings?

3. Are legislative topics important to you? ___ YES ___ NO
4. Would you like to see more CE, or less CE?

5. Please include ideas for future continuing education topics below.

6. Would you be interested in attending a board meeting to determine if you have interest joining SWIAHU's board and/or serving on a committee? ___ YES ___ NO
Your Name _____
E-Mail address or Fax number _____
(Descriptions of the different committees can also be obtained from the NAHU web site www.nahu.org)

***The more volunteers we have on our board,
the stronger and more productive our association will be for all members.***

We welcome any additional comments or observations!

Please return completed survey to Tina Hazelip by e-mail tina_hazelip@deaconess.com or fax (812) 450-2030 **on or before Wednesday, March 31st.**



**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 _____

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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 _____

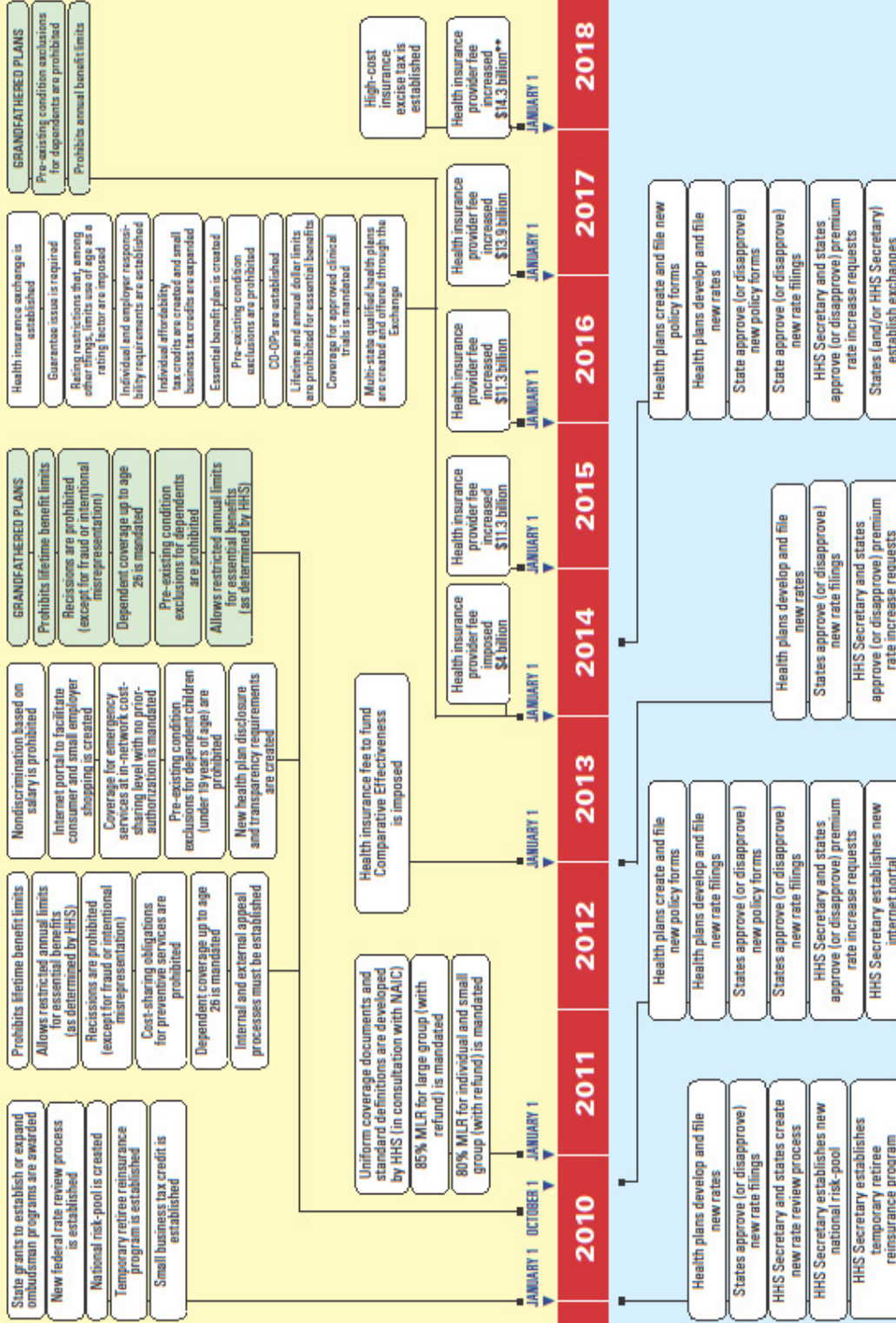
Please Mark the Box or Boxes For The Areas of Your Practice:

<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**

Health Care Reform Bill Timeline (as revised by the House Reconciliation Bill)*



*Assumes April 1, 2010 enactment **In years following 2018, the tax amount would increase in an amount proportionally equal to overall premium growth.