



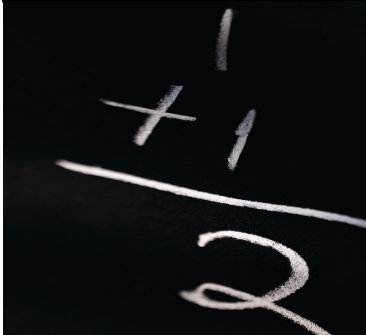
SWIAHU News

May 2010



Southwest Indiana Association of Health Underwriters
www.swiahu.org

Monthly Meetings !
Date: Thursday, May 20, 2010
Time: 11:30 a.m. registration & lunch
12:00 p.m. Meeting begins
Location: Black Buggy Restaurant - 4920 Davis Lant Drive, Evansville, IN



2 hours of Free CE presented by:

Dan McNeill, President Voluntary Benefits Plus, LLC

Dan brings over 14 years of success and experience within the voluntary benefit industry. Currently serving on the Advisory Boards for both Trans-america and the Workplace Marketing Association. Dan is recognized across the country as a leader within the industry.

CE TOPIC

In today's benefit environment, clients are looking for ways to:

- Control costs
- Provide comprehensive, competitive benefit packages
- Meet individual Customer needs

Please join us to learn more!

INSIDE THIS ISSUE

- Thank you HM Insurance Group
- Message from SWIAHU President
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- Survey
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Thank you to our monthly sponsor.



HM Insurance Group utilizes its strength and experience to provide products and services that deliver health risk solutions. HM's product portfolio features Stop Loss, including HMO Reinsurance and Provider Excess, and a suite of Worksite products including, Critical Illness, Accident, Disability Income, Term Life and Limited Benefit Medical Plans.

Janet Trautwein, NAHU CEO—coming to Indy for Town Hall meeting!
May 18th, 2010
(see page 3 for details)

Message from SWIAHU President, Carolyn Beck

I want to take this opportunity to congratulate two of our members for their recent accomplishments in their achievement!

Marlene Bowen, LUTCF, RHU, has now earned her designation as REBC effective 5/1/2010!

REBC® stands for Registered Employee Benefits Consultant. It is a professional designation for employee benefits professionals granted by The American College (Bryn Mawr, PA) to individuals who have proven themselves to be:

- Educated by completing a comprehensive five-course curriculum developed specifically for employee benefits professionals.
 - *Qualified* by passing a series of five written examinations.
 - *Experienced* by having a minimum of three years of qualifying professional experience.
 - *Ethical* by maintaining ethical standards and adhering to The American College's Cod of Ethics.
- Knowledgeable*** by earning a re-certification every two years through The American College, thereby ensuring they are informed on the latest developments in employee benefits.

Dennis Woehler, LUTCF, REBC, has now earned his designation as RHU effective 3/1/2010!

The respected Registered Health Underwriter® (RHU®) designation is the premier credential in the health insurance market. Broaden your knowledge with the most comprehensive information available on group insurance benefits and health insurance for individuals and families. The program also helps you stay current with the major benefit protection laws, including COBRA, ERISA, and HIPAA.

Legislatively speaking...



Dennis Woehler
Legislative Chair
Dennis.woehler@oldnationalins.com

I recently received a presentation from Mercer which I believe was one of the most comprehensive presentation I have come across. This presentation is posted on the SWIAHU website at...www.swiahu.org I encourage you to visit our website and review this document.

With all the changes happening it will be a very interesting transition period between now and 2014.

Also you should know that last week, after three unsuccessful tries, the United States Senate invoked cloture on the Financial Reform bill, which allowed the legislation to go to the Senate floor for debate. Hundreds of amendments have been filed, and floor debate is currently underway. There is still some detrimental language in the bill that could deeply affect the insurance industry, agents and underwriters. To get more information or to get more engaged on the issue, please contact Caryl Auslander (causlander@thecorydongroup.com).

Caryl A. Auslander

The Corydon Group, LLC
150 West Market Street, Suite 40
Indianapolis, IN 46204
Office 317- 634-5963
Cell 301-655-6485
Fax 317-634-5964
www.thecorydongroup.com

The Indiana State Association Health Underwriters is pleased to announce our State Town Hall meeting with NAHU CEO, Janet Trautwein.

Please RSVP as soon as possible as the following other state chapter have been invited:

Ohio: Dayton, Cincinnati, Columbus

Illinois: Chicago and Central Illinois

Kentucky: Lexington and Louisville

**RSVP at www.indyahu.org (and pay online)
or by returning the attached form to rsrider@gregoryvappel.com and
mailing a check made payable to ISAHU for \$15 NAHU members or \$30 non-members.**

For your convenience we have reserved a block of rooms at Comfort Suites Indianapolis City Centre
www.ComfortSuites.com/Hotel/In233

515 S West Street
Indianapolis IN 46225
(317) 631-9000 phone
(317) 631-9999 fax

Reservations can be made directly through the hotel by referring to the ISAHU Group block. Individuals are responsible for booking their own reservations prior to May 7, 2010. After this date all unused rooms will be released from the block and put back into general hotel inventory. Reservations after this time will not be eligible for the group discount and will be taken at the current hotel rate.

The room charge is \$79.00 plus tax; we have a block of 30 rooms - 15 with two queen beds, and 15 with one king.

PLEASE NOTE:

If any SWIAHU member is interested in attending this event, please contact one of the board members and we will work on getting a caravan together to travel up the night before. Members will need to make their own room reservations.



Amy Angotti
Kansas City Life Insurance Company
Group Sales Manager
aangotti@kclife.com | 1-877-266-6767 x8860
www.kclgroupbenefits.com

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BENEFITS

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!

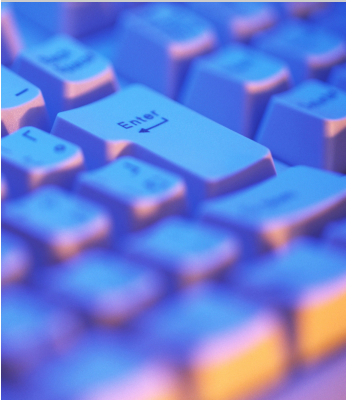
January – May, August – December

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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Information from the Webmaster



Congratulations! The SWIAHU Website is a very successful presence for SWIAHU. During the month of April (4/1-4/29), the website received 3,597 hits!

It's interesting to note that users visiting our site are predominately Windows users. 63.7% of visitors are using a version of Windows Vista, while 30.1% are using XP. MacIntosh users account for .8% of visits...and believe it or not, there are still (a few) people using Windows Me and Windows 95.

As far as browsers are concerned, a majority of our visitors use Mozilla Firefox (60.3%) while Microsoft IE is second (38.1%).

Computer security is a primary concern for all that surf the web. Doing some recent research, I have determined that I will no longer be using McAfee as my anti-virus software. In addition to the fact that it is not free, it is a total resource hog, slowing your computer down and offering no better protection than other options.

After I looked at several options, including Avast (<http://www.avast.com/index>) and the old standard free version of AVG (<http://free.avg.com/us-en/homepage>), I have settled on Microsoft Security Essentials (http://www.microsoft.com/security_essentials/) for both desktop and laptop anti-virus.

So far, MSE is very transparent and runs seamlessly in the background. If you decide this is a good option for you, be sure to download it from the official site (linked above).

As always, if you have suggestions for improvements or changes to your website, pass your ideas along to info@swiahu.org and we'll see what we can do.



Calendar of Events:

By: Brenda Rehl, Program/Education Chair

2 HOURS FREE CE

May Meeting

May 20th, 2010

Speaker: Dan McNeill

Sponsored by: HM Insurance

Location: Black Buggy Restaurant

Save the Date!

SWIAHU Annual Golf Outing!

September 16th, 2010
Eagle Valley Golf Club

More details on attached
Flyer!!!!



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 _____

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**



10th Annual SWIAHU Golf Scramble
September 16, 2010
 Eagle Valley Golf Course
 10350 Petersburg Road
4-person best ball scramble



Dinner Sponsored By:



ST. MARY'S

Beverages Sponsored By:

Available

Your LOGO Here

Carts Sponsored by:

Tee Time at 12:00
Shotgun Start
Dinner & Awards Following

Closest to the Pin Sponsors:

Available...

Your Name Here!

Please register me for the following:

- Closest to the Pin sponsor (golfer not included) \$500
- Hole Sponsor plus 4some: \$350
- Hole Sponsor (golfer not included): \$150
- Range Sponsor \$200
- Individual Golfer \$50/ea
- Dinner Only \$15
-**Extras**.....
- Mulligan \$5
- Skirt (men get 1shot from women's tee) \$10
- Player Package (1 skirt, 3 mulligans) \$20
- Team Package (4 player packages) \$75

Please Mail **Check Payable to SWIAHU** to:

Chris Barthel
 124 S. Main St
 Princeton, IN 47670

Any questions, please call
 Chris Barthel at (812) 386-7727

 Name

_() _____
 Phone

 Golfer #1

 Golfer #2

 Golfer #3

 Golfer #4