

SWIAHU News March 2011



Southwest Indiana Association of Health Underwriters
www.swiahu.org

Monthly Meetings - Happy St. Patrick's Day!
Date: Thursday, March 17th, 2011
NEW LOCATION—Gattitown Party Room #3
Time: 11:30 a.m. registration & lunch
12:00 p.m. Meeting begins
Will you be a lucky winner just for attending?
Come pick a lucky shamrock to see what you've won!

INSIDE THIS ISSUE

- Thank you Encore
- Message from SWIAHU President
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Monthly Topic!

ACO's in healthcare reform and how they will/may play in the group market.

Thank you to our monthly sponsor!



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SWIAHU...Your AWARD WINNING Chapter of NAHU!



**ISAHU
CHAPTER OF
THE YEAR
2008-2009**

**PACESETTER
AWARD
WINNER
2009-2010**

Message from SWIAHU President, Kevin Brewer



Kevin Brewer
President
Kevin.brewer@anthem.com

March has arrived, spring is on the way and warm weather should be here to stay in a few weeks. This time of year is great!

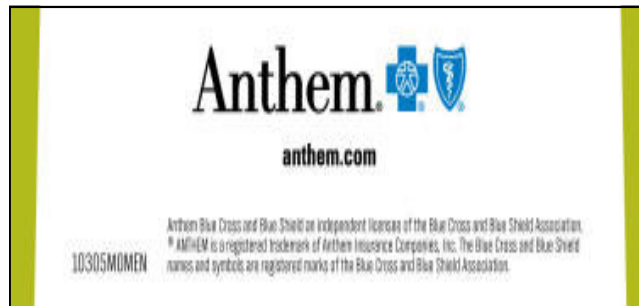
In this month's article, I would like to update you on a few things happening in our chapter. On February 18th, we had a Strategic Planning Meeting at the home of Carolyn Beck. I would like to say thank you to Carolyn for allowing us to meet at her home. During this meeting, we updated our short term goals and reviewed our long term goals to make sure that our chapter stays on the right course.

A big project is under way right now to collect all of the criteria needed to submit for the Pacesetter Award. This is the prestigious award that our chapter won last year and we are going to try to win it again in San Antonio. Whether we win the award or we do not win the award, striving to meet the criteria helps us to become a better chapter and it serves as a plan for our board.

Brenda Rehl, SWIAHU's Professional Development Chair, has a fantastic series of monthly meetings lined up. You will be very pleased with the speakers and topics that she has scheduled. Check out the Calendar of Events in this newsletter for the details.

In the next couple of weeks, we will be sending out a member survey to determine what your needs are as it relates to SWIAHU. We are here to serve you, so we want to make sure that SWIAHU is meeting your expectations. The SWIAHU board works very hard to make this a great chapter and in order to make sure that we keep this a great chapter, we need to hear from you. So, once you receive the survey, please take a few minutes to complete the survey. Thank you in advance for helping us.

We look forward to seeing you on March 17th at our next member meeting at Gattitown. Please mark your calendars and plan to attend!!



Legislatively speaking...



Dennis Woehler, RHU, REBC, LUTCF
Legislative Chair
Dennis.woehler@oldnationalins.com

Things are moving at a rapid pace on the Healthcare reform front. The Appeals Court in Atlanta has agreed to an expedited hearing on Florida judge Vinson's ruling against PPACA. It is expected this will ultimately end up in the Supreme Court. In the meantime, states must prepare as if the bill will stand. There was much discussion about this at Capitol Conference. Rulings on minimum coverage have not been established for the exchanges, and agents' involvement is still unclear. The 1099 reporting clause in the bill is likely to get repealed, and a bill is expected to be introduced by Congressman Rogers of California to make agent commission a pass through on MLR.

So as you can see, nothing at this point is carved in stone. Please read your weekly NAHU updates, as they are very informative. And be aware that what you read this week may change next week! We'll do our best to keep you informed.

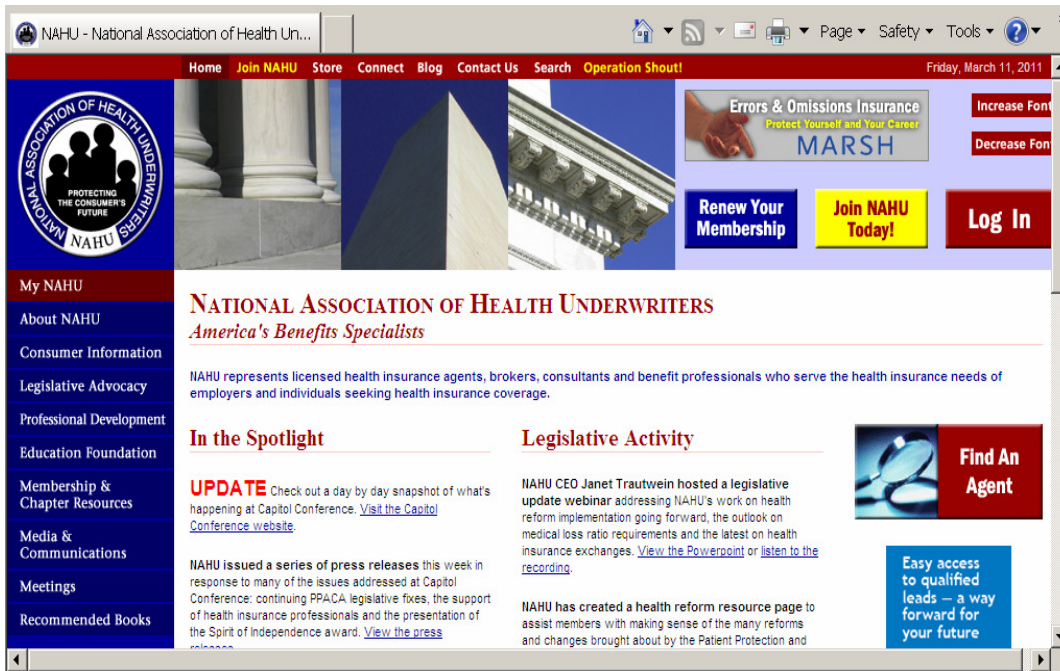
Media Chair report - Review of NAHU website



Jill Ross-Dear
Media Chair
Jill.ross-dear@germanamerican.com

As the local Media Chair, it is so important for our membership to be informed of what NAHU is doing for our industry and the impact that they have on legislation. I am asking that you come to this monthly meeting so you have the opportunity to learn about NAHU's website. This is a valuable tool that can assist

you with latest information about our industry and provide valuable data at your fingertips. There is information about Healthcare reform, compliance, continuing education, discount programs and the list goes on. Once you learn how to navigate this user-friendly website, you will wonder what you did before you started accessing this valuable resource!



SWIAHU is conducting a special Member Survey! Please make sure you watch for this in your e-mail inbox!
 You feedback is very important. We want to provide value for your membership and bring you the programs and opportunities you are looking for through SWIAHU.
 All members that respond to the survey will be entered to win a GIFT CARD!!!!!!!!!!!!!!



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Membership updates



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

Membership Updates!

Listed below are our current members anniversaries. I would like to thank these members for their commitment to this organization and our industry! If you know anyone that you work with who is not a member, please encourage them to join. I would be happy to talk with them to share the advantages of being a member!

Anniversaries:

Stephen Imes	St. Mary's Senior Connection	12 years
Gary Craig	Craig Benefit Group, Inc.	4 years
Debbie Newman	Choice Benefit Plans, Inc.	4 years
Anthony Cochren	German American Insurance Inc.	3 years
Elizabeth Deters	Deaconess Health Plans	3 years

Jane Haag, Public Service Chair



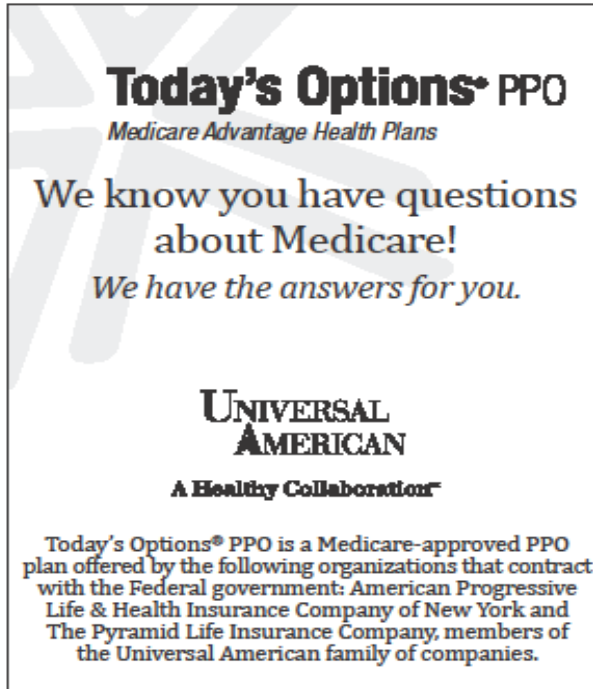
Jane Haag
Public Service Chair
Holiday Party Chair
jhaag@evansville.net

Last month's SWIAHU meeting at Gatti Town was the first meeting in our new location. At this meeting Tina Hazelip, President Elect and Membership chair and Carolyn Beck, Past President and Communications Chair presented a check for \$500 to Jacqueline Duff, Executive

Director of Impact Christian Health Center. This check represented part of the proceeds from our Silent Auction. Ms Duff gave a brief presentation of medical and dental services the organization provides to the uninsured and underinsured in our community. I thought that SWIAHU members might like to know the total dollars given to date to support this charity. I am pleased to announce that your efforts and support have allowed SWIAHU to donate \$2648.00 since 2005. Even though we are a small organization we have definitely made a difference in the lives of people. Our membership should be very proud of what we have accomplished as an organization to promote health and dental care in our community.

Also watch for this information to be in the next publication of HIU magazine!





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Newsletter sponsor opportunities!

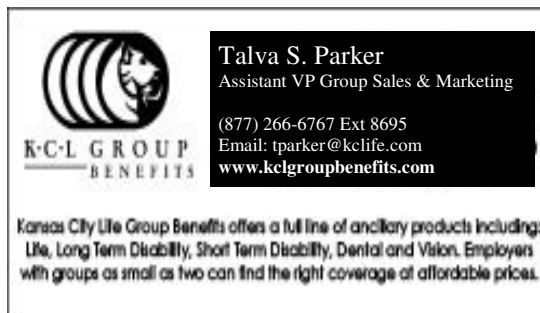
We are looking for additional sponsors for our newsletter. Would you like to give your company exposure through our monthly newsletter and website at www.swiahu.org?

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



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Calendar of Events:

By: *Brenda Rehl, Program/Education Chair*



March Meeting
Location—Gattitown—party room #3
Date: March 17th, 2011
Time: 11:30—1:00
Sponsor: Encore
Topic: ACO's

April Meeting
Location: Gattitown—party room #3
Date: April 21st, 2011
Time: 11:30—2:00
TWO HOUR FREE CE
Presented by: Susan Rider—Incoming ISAHU State President
Topic: Practice what you Preach!

May Meeting
Location Gattitown—Party Room #3
Date: May 19th, 2011
Time: 11:30— 1:00
Special Guest Speaker—Anita Srauss!

June— Special “make-up” meeting for the cancelled January meeting. Stay tuned for an exciting social event to be announced!!!!

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

2010-2011 Board

President.....Kevin Brewer
 (812) 469-7571
Kevin.brewer@anthem.com
 President- Elect/Membership
 Tina Hazelip
 (812) 450-2138
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 Secretary...Jane Baxter
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 Treasurer...Candace Adye
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Legislative....Dennis Woehler
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 Communication....Carolyn Beck
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 Media Relations....Jill Ross
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jill.ross@siho.org
 Programs/Education...Brenda Rehl
 (812)422-4000 ext 307
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 Roger Garrett
 (812) 474-1218 ext 219
r_garrett@insbusplan.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, Candace Adye



**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

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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

Local Association (see other side of this application)

Form of Payment Enclosed: **Amount:** \$355

- 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 Mtg.
<input type="checkbox"/> TPA	<input type="checkbox"/> Self Insured	<input type="checkbox"/> Medicare Supplement	<input type="checkbox"/> Dental

Mail To: Tina Hazell, SWIAHU Membership Chair, Desconess 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**