

# SWIAHU News May 2011



Southwest Indiana Association of Health Underwriters  
[www.swiahu.org](http://www.swiahu.org)

**Monthly Meetings**  
**Date: Thursday, May 19th, 2011**  
**LOCATION—Black Buggy Restaurant**  
**Time: 11:30 a.m. registration & lunch**  
**12:00 p.m. Meeting begins**

## Monthly Speaker & Topic!

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### **Anita Strauss, Deputy Commissioner of Health Policy** **Topic: Exchanges**

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!

BDS is a full service insurance brokerage agency offering a wide array of both Group & Individual healthcare products as well as Group Life & Ancillary Products. We also offer Medicare Supplements and Financial Service products including Annuities, Life Insurance, Long-Term Care and Disability Insurance. To learn more go to our website at [www.bdsagency.com](http://www.bdsagency.com)



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## Message from the President!



Kevin Brewer  
President  
[Kevin.brewer@anthem.com](mailto:Kevin.brewer@anthem.com)

It is hard to believe that May is already here. School will be out soon and everyone will be taking vacations. It is nice to have the reassurance that while you are spending time with your family and taking some time off from work that there is an organization that is continually working on your behalf. NAHU is a great organization! If you are not a member, I would encourage you to consider becoming a member. Please contact Tina Hazelip to find out the details of how you can join.

We are looking forward to our May 19<sup>th</sup> meeting which will include Anita Strauss. The topic will be “Exchanges” and I am sure it will be a very informative meeting!

Thanks to all of you who responded to our member survey. The results are being tallied and the board will review all of your suggestions and try to incorporate as many as possible.

I would like to say thank you to Susan Rider for attending our April member meeting and presenting the 2 hour CE – Practice What you Preach. I appreciate her time and commitment to our organization. I would also like to thank Deaconess Health Plans for their sponsorship. Our meetings would not be possible without our great sponsors and we appreciate their support!

**Please note that we will continue to meet at the Black Buggy for the immediate future.**

We look forward to seeing you on May 19<sup>th</sup>.



## Legislatively speaking...



Dennis Woehler, RHU, REBC, LUTCF  
Legislative Chair  
[Dennis.woehler@oldnationalins.com](mailto:Dennis.woehler@oldnationalins.com)

My how things are changing! The challenge on the constitutionality of PPACA is inching further toward the Supreme Court. Meanwhile, back at the Capital, Congress has succumbed to liberal pressure and backed off on overhauling Medicare. Also a battle is brewing over defunding the exchanges. I hope everyone is reading their NAHU Newsletters. They are a great resource for an ever changing healthcare landscape.

**SWIAHU...Your AWARD WINNING Chapter of NAHU!**



**ISAHU  
CHAPTER OF  
THE YEAR**

**PACESETTER  
AWARD  
WINNER**

## Submitted by:



**Jane Haag**  
**Public Service Chair**  
**Holiday Party Chair**  
[jhaag@evansville.net](mailto:jhaag@evansville.net)

People of mediocre ability sometimes achieve outstanding success because they don't know when to quit. Most people succeed because they are determined to.

There is a small town which has four separate neighborhoods. The first neighborhood is where the **"Yabuts"** live. The people who live there think they know what needs to be done. When told they have an opportunity for something, they say something like, "Ya, but..." The **"Yabuts"** have an answer. Unfortunately it just happens to be the wrong answer.



In the next neighborhood is where the **"Gunnados"** live. Here the folks really understand what needs to be done, and they would have done it, if they had only followed through. They study everything that is required very carefully, and just as an opportunity drifts past them, they realized what they were "gunnado." If only they would have done what they were "gunnado!"

Down the street is the neighborhood known as the **"Wishawoodas."** These people have an excellent perspective of life – hindsight. They say, "I wishawooda' this or 'wishawooda' that ..." They know everything that should have been done, only it's after the fact.

The last neighborhood is known as the **"Gladidids."** Here the folks are a truly special group of people. The **"Wishawoodas"** often drive by the **"Gladidids"** homes and admire them. The **"Gunnadoos"** want to join them, but just cannot quite get around to it. The **"Yabuts"** could have been **"Gladidids,"** but they are still trying to find the right answers. The **"Gladidids"** are people that know what needs to be done, and they are disciplined enough to do what they know they should do instead of thinking of excuses for what they wanted to do. One achievement leads to another accomplishment. Believe in your ability to overcome obstacles. Start today and go out and make things happen. Become the best you can possibly be.

Now everyone get out and work for SWIAHU. Ask just one person a week to join our organization. We become stronger as an organization as our membership grows. Our voice becomes louder and we need every voice to accomplish great things in our organization! Let's make our chapter the best it can be. You'll be **"Gladudid!"**

**Member of the Year nominations being accepted.**  
**Please see attached flyer at the back of this newsletter and nominate a SWIAHU member that you consider to be MEMBER OF THE YEAR!!!**

 <b>INSURANCE SERVICES</b>	<b>AWARD WINNING!</b>
<a href="http://www.siho.org">www.siho.org</a>	<b>SIHO is your one-stop shop for complete group benefit packages.</b>
 <b>HEALTHIEST EMPLOYERS</b>	<b>Call us to learn more:</b>
 <b>WELCOA</b> <small>WELLNESS COUNCIL OF AMERICA</small> <b>Gold Status Workplace</b>	<b>888-843-1312</b>
 <b>American Heart Association</b> <small>Learn and Live...</small>	<b>Fit Friendly Company</b>

Membership updates



Tina Hazelip  
Membership Chair  
Phone: 812-450-2138  
[Tina\\_hazelip@deaconess.com](mailto:Tina_hazelip@deaconess.com)

Membership Updates!

Listed below are members celebrating anniversaries! I would like to thank these members for their continued commitment to this organization and our industry!

Tom Gant	Schultheis Insurance	8 years
Jane Baxter	Total Benefit Solutions, LLC	6 years
Angela Byrd	Clippinger Financial Group, LLC	3 years

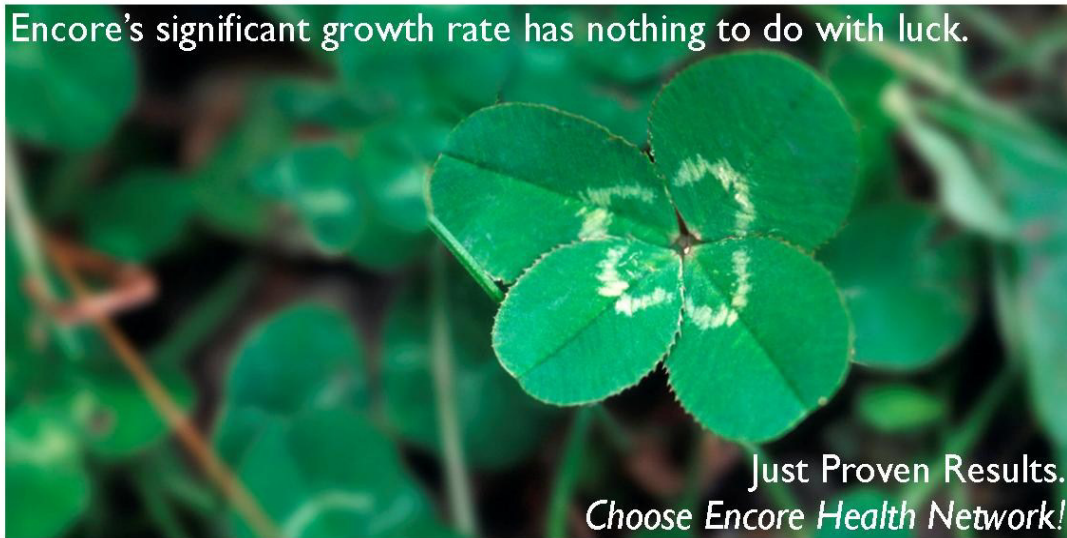
If you know anyone that you work with who is not a member, please encourage them to join. I would be happy to talk with them to share the advantages of being a member!

REMINDER

Update Your Membership Information On-line

In the event you have any changes (employment, address, etc), please be sure to visit [www.nahu.org](http://www.nahu.org) to update your information.

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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](http://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](mailto:Carolyn.beck@siho.org) or 812-759-7413



**Talva S. Parker**  
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**Calendar of Events:****By: Brenda Rehl, Program/Education Chair**

**May Meeting**  
**Location: Black Buggy Restaurant**  
**Date: May 19th, 2011**  
**Time: 11:30– 1:00**  
**Special Guest Speaker—Anita Strauss!**

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

**September—Golf outing**

**Please see attached flyer for details or sponsorship opportunities!**

**For more information, contact:**

**Chris Barthel**  
**[chris@thebarthelagency.com](mailto:chris@thebarthelagency.com)**  
**812 386-7727**

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

**[www.nahu.org/awards-lprt.cfm](http://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](mailto:Kevin.brewer@anthem.com)  
 President- Elect/Membership  
 Tina Hazelip  
 (812) 450-2138  
[tina\\_hazelip@deaconess.com](mailto:tina_hazelip@deaconess.com)  
 Secretary...Jane Baxter  
 (812) 490-7262  
[jbaxter@tbsllc.net](mailto:jbaxter@tbsllc.net)  
 Treasurer...Candace Adye  
 (812) 205-8566  
[cadye@universalamerican.com](mailto:cadye@universalamerican.com)

Legislative....Dennis Woehler  
 (812) 465-0642  
[dennis.woehler@oldnationalins.com](mailto:dennis.woehler@oldnationalins.com)  
 Communication....Carolyn Beck  
 (812) 759-7413  
[Carolyn.beck@siho.org](mailto:Carolyn.beck@siho.org)  
 Media Relations...Jill Ross  
 (812) 759-7410  
[jill.ross@siho.org](mailto:jill.ross@siho.org)  
 Programs/Education...Brenda Rehl  
 (812)422-4000 ext 307  
[brehl@finsvcs.com](mailto:brehl@finsvcs.com)

Membership Retention & PAC  
 Roger Garrett  
 (812) 474-1218 ext 219  
[r\\_garrett@insbusplan.com](mailto:r_garrett@insbusplan.com)  
 Public Service Chair...Jane Haag  
 (812) 477-7100  
[jhaag@evansville.net](mailto:jhaag@evansville.net)  
 At-Large...Chris Barthel  
 (812) 386-7727  
[chris@thebarthelagency.com](mailto: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

**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
Local Association (see other side of this application) <span style="background-color: yellow; padding: 2px;">Southwestern Indiana AHU</span>			

**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**



**Southwestern Indiana Association  
Of Health Underwriters (SWIAHU)**

**2011 SWIAHU Member of the Year Award NOMINATION FORM**

**All SWIAHU members are eligible to submit nominations—Please return by May 15th.**

**SWIAHU Member of the Year:      Nominee:**

Any SWIAHU member (including past Chapter Members of the Year) can be considered for this award based on the person's involvement, leadership and dedication to NAHU, ISAHU and SWIAHU. Please include a brief description (below) regarding the nominee's qualifications to aid in making their decision.

**Please print out this form and add your nomination and brief summary as needed.  
Return completed forms to Kevin Brewer by fax at (812) 469-7501 or scan and email to Kevin  
Brewer at [kev.in.brewer@anthem.com](mailto:kev.in.brewer@anthem.com).**



# 11th Annual SWIAHU Golf Scramble

**September 15, 2011**

Eagle Valley Golf Course

10350 Petersburg Road

Evansville, IN 47711

**4-person best ball scramble**

Tournament Sponsored By



**Dinner Sponsored By:**

**Beverages Sponsored By:**

**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): \$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
- \_\_\_ Raffle (per ticket price) \$5

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