



# SWIAHU News October 2011



Southwest Indiana Association of Health Underwriters  
www.swiahu.org

## Monthly Meetings

**Date: Thursday, October 20th, 2011**

**LOCATION—Black Buggy Restaurant**

**Time: 11:00 a.m. registration & lunch  
11:30 p.m. Meeting begins**

**ONE HOUR FREE CE!!!!**

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### Monthly 1 hour CE Presentaion!

**David Hooper**

**CE Topic: Guiding your clients through a clinic vendor station**

*Upon completion of the course, participants will be able to:*

1. Understand why on-site clinics are becoming an important benefit option for employers.
2. Understand the key drivers that differentiate three on-site health delivery models.
3. Understand the criteria employers should consider when making an on-site clinic benefit decision.

### Thank you to our monthly sponsor!

Novia CareClinics, LLC is an Indiana limited liability company organized to conduct the business of creating and managing employer sponsored on-site clinics providing primary care health services to employees, their families, or others as designated by a sponsoring employer.

Novia believes that on-site primary care clinics offer an exceptional opportunity for employers to reduce their benefit plan costs, while at the same time, providing improved benefits to their employees.

Novia manages the employer on-site clinic and provides integrated and comprehensive services designed to help employees improve their health



**ISAHU  
CHAPTER OF  
THE YEAR**

**PACESETTER  
AWARD  
WINNER  
2010 & 2011**

## Message from the President!



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

Well the summer break flew by fast! But as usual, SWIAHU didn't rest, we have too much to do to keep our industry alive!

This past week we celebrated Health Insurance Awareness Week by having a table located at the Fall Festival. It is important to continue to educate the public on the value that private insurance provides along with the value that the agent/broker provides to the many individuals and employers that are trying to navigate the maze of health care reform and the options available to fit every person's need.

You can be assured that NAHU and its local chapter are working hard on your behalf. Please continue your support through your membership to NAHU, your contributions to HUPAC and the support of attending our local meetings. The entire board works hard to secure sponsors that bring you valuable information that you can take to your clients. Without your participation at our meetings it is hard to bring in top notch speakers and sponsors. To be able to get free CE credits a FREE lunch and network with industry leaders, you can't beat that value.

Also, I want to let you know that the registration for Capitol Conference will be available on NAHU's website soon. This year Capitol Conference will be at the Hyatt Regency, Washington DC, beginning January 23 through January 25th. There is a special opportunity provided by Colonial Life that is providing 5 scholarships to anyone under the age of 40 that has never attended this event. Please see attached brochure for more details.

I encourage you to visit the SWIAHU website to obtain details on all that SWIAHU is doing for you. We would like to hear from you on any suggestion you have to provide value to your membership with SWIAHU.



## Legislatively speaking...



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

The big takeaways from Friday's release of the Institute of Medicine's report on PPACA's essential benefit requirements are that the Institute recommends that the essential benefit requirement reflect "the scope and design of packages offered by small employers today," rather than an exhaustive list of benefits, and also recommends that each state be granted the ability to determine what typical benefits are appropriate for their marketplace.

The Essential Health Benefits Coalition, of which NAHU is a steering committee member, released a press release about the report. In the statement, we noted that "HHS has an opportunity to develop an essential health benefits package that is both affordable and flexible to ensure workers can get the health coverage they need. We look forward to working with HHS Secretary Sebelius toward that crucial goal."

Log on to [www.nahu.org](http://www.nahu.org) to view more details about the report and press release mentioned in this brief.

Submitted by: Jane Haag—Public Service Chair



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

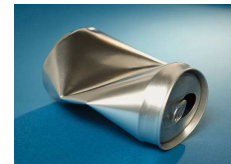
Did you ever play the childhood game of “kick the can”?

**Kick the can** is a children's game related to tag and hide and seek. It can be played outdoors, with as many as three to a few dozen players. The game is one of strategy to free cap-

tured players, down on their luck of being caught.

One person or a team of people is designated as "it" and a can is placed in the middle of a backyard. The other players run off and hide while "it" covers his or her eyes and counts to a previously decided number. "It" then tries to find and tag each of the players. Any player who is tagged (caught and touched) is sent to the holding pen (jail) which is simply a designated area for all the captured players to congregate, generally in plain sight of the can. Any player who has not been caught can "kick the can". If they can do this without being caught, then all of the captured players are set free. If "it" catches all of the players he or she wins that round and generally a new "it" is designated for the next round.

SWIAHU is initiating a new challenge to members. We will be playing “Kick the Can for Impact!” Impact Christian Health Center has a huge number of people (players) in the holding pen (they are without health insurance) and need our help. SWIAHU has been designated as “It”. Each meeting we will have a can available, you can buy tickets and drop in the can. The ticket money in the can will be tallied each meeting. During the meeting if your ticket is called then you will then be able to “Kick the Can for Impact!” It should be fun to see how much money we can kick Impact’s way to help some of the players in the holding pen. I know we can’t set all the players free by our donations but we can certainly make a dent in the pen with your efforts. There you have it....A new spin on an old game, a new challenge to our members and a fun way to make a difference. Attend our meeting, come see how SWIAHU’s version of “kick the can” is played, buy some tickets, you may walk out with a happy feeling in your heart as you “Kick the Can for Impact!”



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

**Submitted by: Chris Barthel, Board Member At Large—Golf Outing Chair**



**Chris Barthel**  
**Golf Outing Chair**  
[chris@thebarthelagency.com](mailto:chris@thebarthelagency.com)

I would like to extend a sincere thank you to all that participated in the Annual SWIAHU golf outing this year. With your continued support this serves as one of SWIAHU's most successful events of the year. This year we had a great line up of golfers. Listed below are the winners!

**Winners:**

**First Place:** Gene and Robbie Frank, Van Hook and Tom Doyle (second year in a row)

**Second Place:** Travis Genet, Shawn Norris, Todd Tillsworth

**Longest Drive Men:** Don Mobley

**Longest Drive Women:** Carolyn Beck

**Closest to the pin:** Carolyn Beck (hole-in-one)

**Longest Putt:** Marilyn Allen

CONGRATULATIONS to all the winners!!

We would not be able to host this event without the generosity of all of our sponsors!

**THANK YOU:**

SIHO Insurance Services—Tournament Sponsor

Anthem—Dinner Sponsor

Encore—Beverage Cart Sponsor

**Hole sponsors:**

Colonial Life

Deaconess Health Plans

Lincoln Financial Group

Med Ben

Meritain

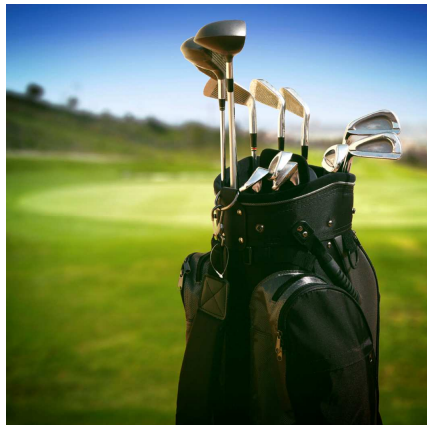
Reliance Standard

Universal American

Welborn

We hope to see everyone again next year!

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**Membership updates**



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

**WELCOME NEW MEMBERS!!!**

Angie Pfaff—Aflac  
 Shawn Norris—Clippinger Financial Group,

**Anniversaries**

**June**

Candace	Adye	Universal American	4 years
Robert	Fowler	ABA Insurance	3 years

**July**

Ashley	Grasso	Old National Insurance	1 year
Jill	Ross Dear	German American	5 years

**August**

Janas	Knox	Old National Insurance	2 years
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**September**

Carolyn	Beck	SIHO Insurance Services	6 years
Steven	Snyder	Old National Insurance	3 years
Scott	Clippinger	Clippinger Financial Group LLC	6 years
Tina	Hazelip	Deaconess Health Plans, LLC	5 years
Dennis	Woehler	ONB Insurance Group, Inc.	9 years

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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 & October – 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**  
 Assistant VP Group Sales & Marketing  
 (877) 266-6767 Ext 8695  
 Email: [tparker@kclife.com](mailto:tparker@kclife.com)  
[www.kclgroupbenefits.com](http://www.kclgroupbenefits.com)

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**Calendar of Events:***By: Brenda Rehl, Program/Education Chair***Next meeting—November 17th, 2011**

Sponsored by: Universal American

**HOLIDAY PARTY—Award Ceremony—Silent Auction**

December 15th, 2011

Acropolis Restaurant

**Capitol Conference—Washington, DC**

January 23—25, 2012



Jill Ross Dear  
 German American Insurance  
 812.402.2265 x 5508

[Jill.rossdear@germanamerican.com](mailto:Jill.rossdear@germanamerican.com)

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

**2011-2012 Board**

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

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 Roger Garrett

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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 \_\_\_\_\_

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
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"/> Workers Mktg.
<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**



Scholarships Sponsored by:

**Colonial Life.**  
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**Young Agent Health Underwriter Scholarship Application**  
**22nd Annual Capitol Conference**  
**January 23-25, 2012**  
**Washington, D.C.**

Please Send Your Application To:

Susan Rider

s rider@gregoryappel.com

Fax: 317-634-6629

Phone: 317-686-6459

All Applications Must Be Received By: **Tuesday, November 1, 2011**

Name: \_\_\_\_\_

Title/Company: \_\_\_\_\_

Chapter: \_\_\_\_\_

Phone: \_\_\_\_\_ E-mail: \_\_\_\_\_

Are you age 40 or younger? Yes or No (please circle)

When did you start in the insurance industry? \_\_\_\_\_

What leadership positions have you held within the association?

Local: \_\_\_\_\_

State: \_\_\_\_\_

Regional/National: \_\_\_\_\_

What leadership positions do you have plans or interest in holding in the future?

\_\_\_\_\_

Have you ever attended NAHU's Annual Convention or Capitol Conference? Yes or No

If yes, when? \_\_\_\_\_

Who funded your participation (chapter, employer, yourself)? \_\_\_\_\_

Do you contribute to HUPAC? Yes or No

Name: \_\_\_\_\_

If awarded this scholarship, will you, your chapter or your employer pay your travel and hotel costs to attend? (The scholarship covers registration cost only.): \_\_\_\_\_

Please include a statement below explaining how your attendance at Capitol Conference will benefit NAHU, your chapter and/or our industry. Include any other information you would like the committee to consider in reviewing your application.

To be signed by applicant:

If I should be awarded a scholarship to Capitol Conference, I agree to attend the entire conference, including congressional appointments, my regional meeting and the Young Agents Networking Event.

\_\_\_\_\_  
Applicant's Signature

\_\_\_\_\_  
Date

**All Applications Must Be Received By: Tuesday, November 1.**  
Please e-mail Susan Rider at [srider@gregoryappel.com](mailto:srider@gregoryappel.com) with any questions.