



SWIAHU News

January, 2012



Southwest Indiana Association of Health Underwriters
www.swiahu.org

*SWIAHU Monthly Member Meeting is....
Partnering with NAIFA this month!
Same day...Thursday, January 19th, 2012
Same location...Black Buggy Restaurant
New time!!!! 7:30 a.m.—9:00 a.m.*

*Join us for Breakfast to hear:
Speaker—Sunny Kurman
Topic: Time for Long Term Care Insurance?*

**RSVP to Jeff Stoll @ jeff@heston-insurnace.com
Or call 479-3141**

Speaker Bio and topic information

Sunny Kurman, CLU, ChFC, CSA, CLTC, REBC, Regional Vice President and LTC specialist with Genworth Financial in Chicago, IL, who works with LTC insurance producers. Ms. Kurman will discuss prospecting, plan design, presenting and selling long term care insurance in today's market.

Many people expect to live a long life, and each generation is indeed living longer. But living longer is not always synonymous with living better. The longer people live, the more likely it is that at some point in their lives, they may need someone to help take care of them. How will they pay for this care? What impact will it have on their family? Long term care insurance is becoming increasingly import, as it can provide families with the insurance protection they may need in the event of an illness or accident.

SWIAHU...Your AWARD WINNING Chapter of NAHU.

PACESETTER
AWARD
WINNER
2010 & 2011



ISAHU
CHAPTER OF
THE YEAR
2008-2009

Inside this issue:

*Speaker information * Message from the SWIAHU President * Legislative Update * Message fro Public Relation Chair
* Membership updates and Anniversaries * Membership Contest* Meeting Reminders * BOD listing * HUPAC form

Message from the President!



Kevin Brewer
President
Kevin.brewer@anthem.com

Happy New Year. It is hard to believe we are in 2012. I would like to recap a few of the accomplishments that SWIAHU experienced in 2011.

WINNER of the Pacesetter Award—second year in a row!

- Gold Seal Certified
- Added 4 new members in 2011!!
- 10 hours of CE offered in 2010
- 2 representatives attended Capitol Conference
- 3 Board members attended National Convention in San Antonio
- NAHU Website overview presentation
- Membership survey
- 5th Health Insurance Awareness Week
- Special CE meeting in August with 7 hours of CE
- Special Legislative meeting hosting Dr. Larry Bucshon, Indiana's 8th Congressional District Congressman
- 11th successful golf outing in September.
- A very successful 5th annual Holiday Party and Silent Auction in which a portion of the proceeds will be donated to Impact Christian Health Center.



I am looking forward to another great year for SWIAHU in 2012. We look forward to seeing you at our future meetings and thank you for your support of SWIAHU.

New Guidance Released For Employers on Health Benefit Informational W-2 Reporting



Dennis Woehler
Legislative Chair
Dennis.woehler@oldnationalins.com



Protecting the Consumer's Future
America's Benefit Specialists

Last week, the Internal Revenue Service issued new guidance for employers detailing how PPACA's requirement that employer provide employees with informational reporting to their employees about the cost of their group health insurance coverage on W-2 statements must be fulfilled. The new guidance supersedes and expands upon guidance issued by the IRS on this topic earlier this year.

Significantly, the notice adds new seven new questions and answers for employers, which may be helpful to group plan sponsors implementing the reporting requirements for 2012. In addition, the notice clarifies several of the old questions and answers for employers and republishes the questions and answers that remain unchanged from the old guidance.

The new notice requirements will apply until additional guidance is issued. Many of the new rules are characterized as "transitional relief" and may change in the future as final regulations are developed. However, the guidance specifies that any future changes will be prospective, meaning that they will not be in force right away, and that any new requirements will not be retroactively enforced.

To help you better understand the W-2 requirements, NAHU will be hosting a free webinar on the new requirements in the next few weeks. Watch your e-mail for a registration announcement.

Submitted by: Jane Haag—Public Service Chair



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



This year we were able to hit a record on the amount of money generated from our Silent Auction. We are so happy to be able to use a portion of this money to help support our local charity, **Impact Christian Health Ministries**.

Please remember to thank the following local businesses throughout the year by utilizing their various services... **Pay it forward!**

Acropolis * AFLAC * All American Carwash * Anchor Industries * Archie & Clyde's * BDS * Black Buggy * Bonefish Grill * Boston's * Buffalo Wild Wings * Cancun Mexican Restaurant * Casion Aztar 8 CiCi's Pizza * Cheddars * Chili's * Clarion Inn * Colonial Classics * Cork n Cleaver * Dave's Sports Den * Davis Vision * Dearborn National * Deleggi's * Deaconess Health Plans * Don's Cleaners * Donut Bank * Ducane Skin Care * El Sports & Apparel * Eagle Valley Golf Course * Encore * Escalade Sports * Fazoli's West * First Avenue Car Wash * Fox & Hound * Frontier Restaurant & Bar * Golden Corral East * Grandy's * Holiday World & Splashin Safari * Hooter's * HRI * Humana * Impulse Hair & Day Spa * Kansas City Life * Kirlins Hallmark * Knob Hill * Longhorn Steak House * McDonalds * McDonald's Golf Course * Marx Barbeque & Catering * Mutual of Omaha * O'Charley's * Penny John's * Rafferty's * Red Lobster * Reliance Standard * Renaissance Dental * Ri Ra's Irish Pub * Ritzzy's * Rogers Benefit Group * SIHO Insurance Services * Silpada * Six Flags * Snodgrass Floral * Spuds & Stuff * St. Mary's for Women * SWIAHU * Taco Tierra * The Bar-B-Q Barn * The Standard * Tin Fish * Tracy Zeller Jewelry * Tupperware * Turoni's * Trustmark * UHC * Universal American * UNUM * Wendy's * Western Ribeye * Women's Hospital-Massage for Women's Health * Working Distributors * Welborn Health Plan * Yen Ching * Zoup

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 WELCOA WELLNESS COUNCIL OF AMERICA Gold Status Workplace	
 American Heart Association Learn and Live...	 Fit Friendly Company

Membership updates



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

CALLING ALL MEMBERS....
SWIAHU is kicking off its annual Membership Contest so we
hope you will participate and recruit a new member!
Details are on the attached flyer!

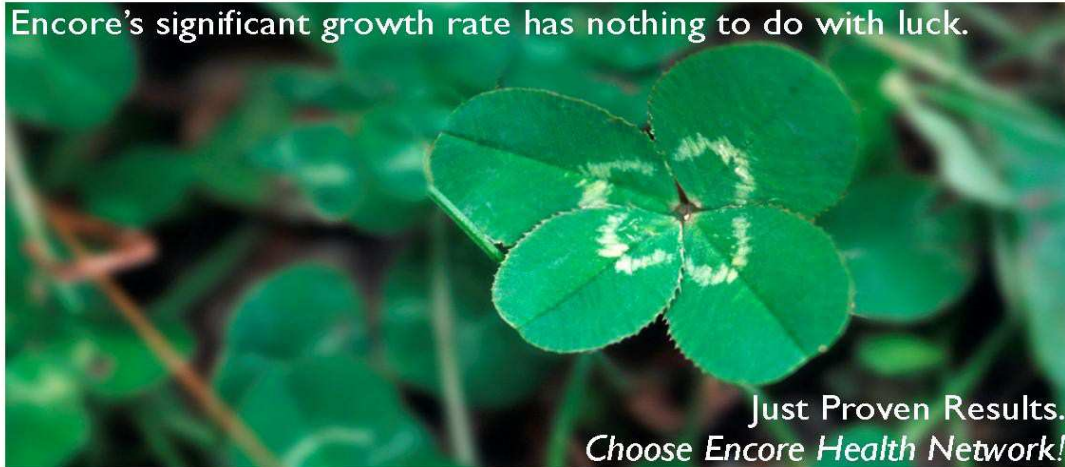
Congratulation to the following members and their continued support of SWIAHU!

January 2012

Marilynn Allen	Total Benefit Solutions, LLC	7 years
Chris Barthel	The Barthel Agency	13 years
Janet Burnett	Welborn Health Plans	1 year
Jane Haag	Haag Insurance Services, Inc.	13 years
Steven Theising	Insurance & Business Planning, Inc.	12 years
Elizabeth Trent	Humana	7 years

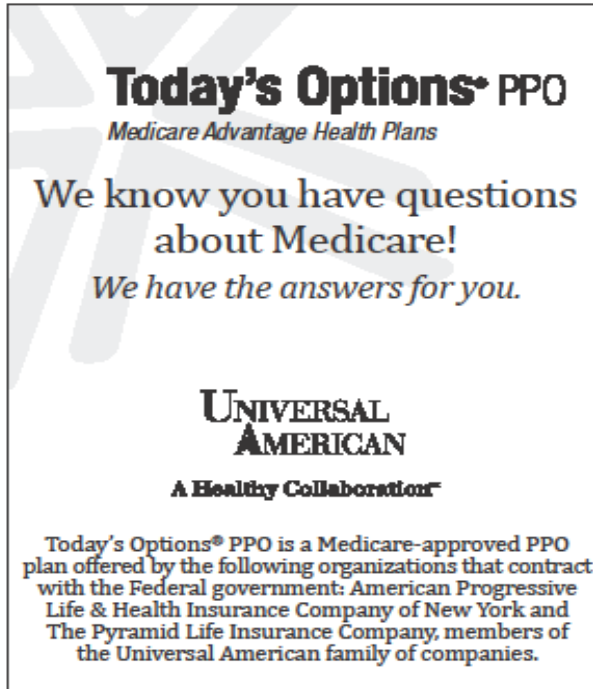
We know you realize the benefit of supporting this organization so we hope you will participate in our Membership contest and recruit new members. You just might win a CRISP \$100 bill!!

See details on attached flyer!



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Today's Options[®] PPO is a Medicare-approved PPO plan offered by the following organizations that contract with the Federal government: American Progressive Life & Health Insurance Company of New York and The Pyramid Life Insurance Company, members of the Universal American family of companies.

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 & 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 or 812-759-7413



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Brenda Rehl,
Education Chair
brehl@financialguide.com
812-422-4000



Calendar of Events:

Capitol Conference—Washington, DC
January 23—25, 2012

Member Meeting—February 16th, 2012
Location: Black Buggy Restaurant
Time: 11:30—1:00
Speaker—Marcia Oyster
Sponsor—Trustmark

Strategic Planning Meeting—February 17th, 2012
Location: SIHO Insurance Services
Time: 12:00—4:00

IAHU Sales Congress—February 22—23, 2012
Location: Ritz Charles
12156 N Meridian Street, Carmel, IN

Member Meeting—March 15th, 2012
FREE—2 hour CE
Speaker—Mark Ballard
Sponsor—One America

Member Meeting—April 19th, 2012
FREE—One hour CE
Speaker—Shawn Gibbons
Sponsor—Encore/DHP

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

www.nahu.org/awards-lprt.cfm

2011-2012 Board

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At-Large...Chris Barthel
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Association financials available upon request; please contact our Treasurer, Candace Adye

SWIAHU



Membership Contest!

Recruit a new member to SWIAHU during
January, February, or March
to be entered for a chance to win a



(\$100 bill)

Please contact Tina Hazelip for details:
812-450-2138 or Tina.Hazelip@deaconess.com



**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

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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.

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