



SWIAHU News

February, 2012



Southwest Indiana Association of Health Underwriters
www.swiahu.org

SWIAHU Monthly Member Meeting Reminder...
Meeting date: Thursday, February 16th, 2012
Location: Black Buggy Restaurant
Time: 11:30—1:00
 Join us for lunch to hear:
Speaker—Marcia Oyster, Regional Sales Director
Trustmark Insurance Company
Topic: Wellness & Engagement—Why Universal Life?
Remember ...February is Heart Month!

Thank you to our Sponsor!

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LifeHealth & Wealth is an employee engagement engine developed by Trustmark that delivers a complete suite of solutions, all designed to create a culture of physical and financial well-being. Our strategic one-on-one approach opens the door to high levels of interest, engagement and participation

SWIAHU...Your AWARD WINNING Chapter of NAHU.

**PACESETTER
AWARD
WINNER
2010 & 2011**



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

Inside this issue:
 *Sponsor 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 *
 ISAHU Sales Congress Flyer

Message from the President!



Kevin Brewer
 President
Kevin.brewer@anthem.com

SWIAHU is off to a great start in 2012. In January’s newsletter I highlighted the accomplishments of our chapter in 2011. Among those accomplishments was the offering of 10 CE hours to our membership.

My Health and Life license expires at the end of February. I knew in the back of my mind that I needed to start working on some CE classes to ensure that I could renew my license. I logged in to Sircon a couple of weeks ago to see how many hours I needed and what a huge surprise to see that I actually exceeded my required hours.

The CE classes that I participated in through SWIAHU and NAHU events over the past two years put me over the top in receiving my CE credits.

This is just one of the many benefits you receive by being a member of SWIAHU. If you are not currently a member, please consider joining this year!

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

Hey everyone, have you heard? We now have Senate Bill 2068 that would exclude agent compensation from MLR. This is a great compliment to HB 1206. So get those OPERATION SHOUTS flying! Meanwhile, briefs have been filed with the Supreme Court from the 26 states and NFIB for striking down PPACA completely. We’ll see how it goes- keep your fingers crossed.



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

Submitted by: Jane Haag—Public Service Chair



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



SWIAHU’s Silent Auction was a huge success. I want to thank Candace Adye, Kevin Brewer, Beth Deters, Roger Garrett, Debbie Gravit, Gerri Jones, Brenda Rhel, Zane Skiles, Elizabeth Trent, and Dennis Woehler, for their help in making this event so successful. Their dedication helps make our event a success.

Our SWIAHU member’s support of this event each year is incredible. I would like to thank each person that so generously bid on our items. Without our member’s support the committee’s efforts would be in vain....so bidders **“YOU ROCKED IT”!** Because of your efforts **SWIAHU will donate \$500 to our charity, Impact Christian Health Center.**

As a team we made a difference in our community and the lives of those people served by Impact Christian Health Center. Aren’t you proud to say you belong to SWIAHU? Aren’t you glad to say you changed lives in 2012?

I would like to challenge each of you to recruit one new member in 2012; with your help in recruiting we can make our organization an even better team. Are you up for the challenge?



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Membership updates

	<p>Tina Hazelip Membership Chair Phone: 812-450-2138 Tina_hazelip@deaconess.com</p>	<p align="center">Membership Contest underway! SWIAHU is holding its annual Membership Contest so be sure to recruit a member in February or March for a chance to win a \$100.00 bill!</p>
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Congratulation to the following members and their continued support of SWIAHU!

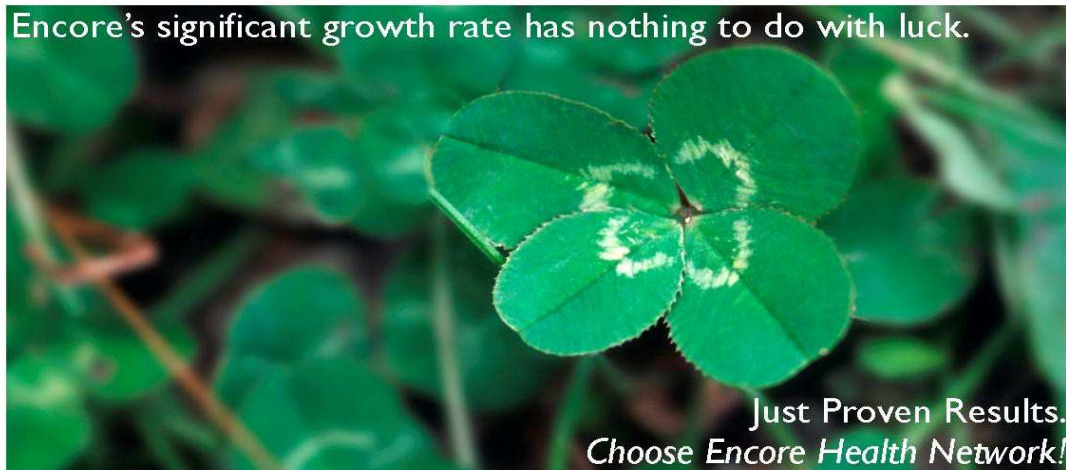
February 2012

Brenda	Rehl	Clippinger Financial Group LLC	5 years
Thomas	Southwood	Southwood Insurance Group	7 years

NAHU New Member Campaign

Share with your colleagues all the great reasons for joining NAHU! This is a great time to grow our membership and NAHU will encourage your recruitment efforts with a reward. Recruit four new members from February 1 thru April 30 and NAHU will waive your membership dues for one year! If you are a monthly draft paying member, NAHU will stop your draft payments for one full year. Make sure you are listed as the sponsor on the application and NAHU will take care of the rest!

As an extra incentive, the local chapter with the highest growth rate from February 1 thru April 30 will be rewarded with \$1,000! This money is to be used to send a member(s) to either NAHU’s Annual Convention or Capitol Conference. NAHU will be giving two rewards...one to a small chapter and the other to a large chapter



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



Calendar of Events:

Member Meeting—February 16th, 2012

Location: Black Buggy Restaurant

Time: 11:30—1:00

Speaker—Marcia Oyster

Sponsor—Trustmark

ISAHU Sales Congress

February 23—24, 2012

Ritz Charles, Carmel, IN (see attached flyer for details)

Strategic Planning Meeting—February 17th, 2012

Location: SIHO Insurance Services

Time: 12:00—4:00

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

Designation programs available: RHU, REBC, DIA, LTCP, CSA or CLTC!. Log on to the NAHU website at: www.NAHU.org. Click on the Professional Development tab on the left side of the screen, then click on Designation Programs.

As a NAHU member you are provided with discounts for these educational advancements. Obtaining these designations will set you apart from your competitors!

2011-2012 Board

President.....Kevin Brewer

(812) 469-7571

Kevin.brewer@anthem.com

President- Elect/Membership

Tina Hazelip

(812) 450-2138

Tina.hazelip@deaconess.com

Secretary...Jane Baxter

(812) 490-7262

jbaxter@tbsllc.net

Treasurer...Candace Adye

(812) 205-8566

cadye@universalamerican.com

Legislative....Dennis Woehler

(812) 465-0642

dennis.woehler@oldnationalins.com

Communication....Carolyn Beck

(812) 759-7413

Carolyn.beck@siho.org

Media Relations...Jill Ross

(812) 402-2265 ext 5508

jillrossdear@germanamerican.com

Programs/Education...Brenda Rehl

(812) 422-4000

brehl@financialguide.com

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...Chris Barthel

(812) 386-7727

chris@thebarthelagency.com

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

FIRST NAME	MIDDLE INITIAL	LAST NAME	
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WORK ADDRESS			
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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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Early Bird Registration
\$75 members/\$100 non-
members

Date
February 23-24, 2012

Time
23rd 2 p.m.-8 p.m.
24th 7:30 a.m.-3 p.m.

Location
Ritz Charles
12156 N Meridian St
Carmel, IN

Guest Speakers *NAHU President –
Mel Schlesinger REBC, RHU*

*NAHU Director of State Affairs
Brooke Bell*

*NAHU Region III VP
Mike Embry*

*VP Marketing Black, Gould &
Associates
Ruthann Laswick*

**Continuing
Education** *5 Hours Applied For*

Contact Name *Keyana Warren*
Email Address Kwarren@bdsagency.com
Phone *317-587-8004*