

# San Antonio

## Association of Health Underwriters



Dear SAAHU Members,

January 21st is the 16th Annual TAHU Day at the Capitol.

At our January luncheon we will be presenting the Dave Clark Lifetime Achievement Award and the proceeds of our Annual Golf Tournament to Transplants for Children.

Uva Uvam Vivendo Varia Fit  
John Bock, President

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SAVE THE DATE

The 19th Annual SAAHU Symposium is coming soon. Mark your calendars for Thursday, April 15th. The day will feature Ouida Peterson in a six hour CE (pending approval) and will include all the new COBRA information, including subsidies, new 125 and Health FSA Regulation updates.

More details to follow!!!

## TAHU 16th Annual Legislative Day aka Day at the Capitol

**Date Start End Location Event Registration**  
**21 Jan 2010 07:30 AM 4:30 PM Intercontinental Stephen F Austin Hotel**  
**701 Congress Ave.**  
**Austin, TX 78701**

**Focus on the Future! JOIN US for the TAHU 16th Annual Legislative Day aka Day at the Capitol, January 21, 2010, at the Intercontinental Stephen F Austin Hotel in downtown Austin!**

**This legislative session will provide you with a remarkable opportunity to discuss issues affecting your clients, not only with your peers but one-on-one with your state lawmakers. This is your chance to be on the leading edge of change in our industry. Don't miss this opportunity to have your voice heard!**

**The hotel room rate is \$159/single/double (king or queen)/\$179 double/double. Reserve your sleeping room by calling the hotel at 512-457-8800 and referring to the group and meeting name. The reservation cutoff date is Tuesday, January 5, 2010. Reservations made after this date will be subject to availability. You can also search for other hotels in the downtown area by clicking on this link: [http://www.austintexas.org/visitors/plan\\_your\\_trip/accommodations](http://www.austintexas.org/visitors/plan_your_trip/accommodations) Refunds will be given until January 7, 2010 less a 20% service charge. No refunds will be made after this date.**

Register online or download a registration form. Sponsor opportunities are available and get more information here. For questions, email [admin@tahu.org](mailto:admin@tahu.org).

### Tentative Agenda:

- 7:30am Registration & Continental Breakfast
- 8:00am Opening Ceremony
- 8:15am Opening Remarks & Introduction of Legislative Council  
 Tamela Southan, TAHU Director of Legislative Affairs
- 8:30am Remarks by TAHU President, Rusty Rice
- 8:45am "Being Involved-What Does It Take To Talk To A Member of the Legislature?"  
 Cheryl Clark, TAHU Director of Legislative Contacts  
 Ron Seibel, Austin AHU Legislative Chair
- 9:00am Panel Discussion: "State of Wellness in America and its Overall Effect on the Cost of Healthcare"  
 Devon Herrick-National Center for Policy Analysis  
 Kathy Corder-Personalized Prevention  
 Other Panelists TBA
- 10:00am Break
- 10:20am Panel Discussion: "Transparency and Consumer Involvement-Does the Patient know better than the Doctor?"  
 Devon Herrick, National Center for Policy Analysis  
 TBA, Texas Medical Association  
 John Hawkins, Texas Hospital Association  
 Rep. Carl Isett, District 84 (Lubbock)
- 11:30am Table Discussions - Proposed topics for round table discussion: "What should TAHU's goals and initiatives be for the 82nd Legislative Session?"
- 11:45am Sponsor Presentation
- 12:10pm Lunch w/Janet Trautwein, NAHU CEO and Executive Vice President
- 1:20pm Hutzler Award Presentation
- 1:30pm Table Discussions - Proposed topics for round table discussion: "What should TAHU's goals and initiatives be for the 82nd Legislative Session?"
- 1:45pm Capitol Conference and a Federal Update  
 Jacqueline St. Hilaire, TAHU Director of Federal Affairs
- 2:10pm TAHUPAC - Will Haff, LHIC, TAHU Director of Legislative Fundraising
- 2:25pm Healthy Texas - A Public/Private Health Insurance Product
- 3:25pm Overview of TAHU Initiatives: Round table discussion - "What should TAHU's goals and initiatives be for the 82nd Legislative Session?"

## ***Join Us***

***What:*** SAAHU Luncheon,

***When:*** Wednesday, January 20th

***Where:*** Sonterra Country Club

***Time:*** 11:30 Registration/12:00 Lunch

***CE:*** TBD

***Presenter:*** TBD

***RSVP:***

***[gholzworth@chapmanschewebenefits.com](mailto:gholzworth@chapmanschewebenefits.com)***

***Cost:*** Saahu Members: \$22;

*Non-Saahu Members: \$42*

***Sponsor:***



**PayPal: Go to the SAAHU Website to RSVP online and pay by PayPal.  
Website address is: <http://www.sanantonioahu.org>**

**\*Cancellations must be in writing and received within 24 hours prior to the luncheon. Individuals holding reservations will be billed for "no shows".**



### **The Broker's Corner: Another Year how about a Challenge?**

Well here we are again another year ahead of us. Last year ended with a shocker with the senate voting to move the massive healthcare bill forward. We still have time to help throw some wrenches into the wheels to slow this thing down. As an insurance agent I think this is imperative for all of us to band together and voice our opinion. SAAHU is a great local stepping ground for us to do so. We can reach all the way to Washington DC via the NAHU route and voice our opinion. I urge all of our members to look around them and you know those agents and carrier representatives that are not members. If you know a carrier that is not a member of any Health Association you should jump all over them. Most of the carriers pay for their membership. They can be a member of multiple Health Associations via an Associate membership; we agents can do the same thing.

I want to issue a challenge to every SAAHU member to bring at least one new member this year to come join us. As the Vice President that oversees the membership area I will issue such a challenge. Soon I will be on the search for a brave member to help step up and help out the board in the membership area of SAAHU. You want to get involved here is an opportunity. I guess one can say another challenge has been issued! Step up help us out and voice your opinion, fresh views please inquire!

Now a particular challenge to those of you that know those out there that will not join because my work does not pay for my membership. I say stop complaining and cough up the dues and join, if not and national healthcare is passed tell me how long your join is going to be around. I would say consider a membership in SAAHU is job security! This is a challenge to all membership to find one of these sideliners agents/ account managers, etc and get them involved.

So you ask what I can get for a SAAHU membership. How about a forum for sharing ideas and meeting other agents that might know a little more than you and could help you out. Hey we have CE at almost every lunch. Coming soon will be other opportunities to get CE keep in touch and find out. Hey you have a problem about the cost of lunch, location of lunch or another issue comes join me on the board and openly express your thoughts and ideas. You guessed it another challenge!

As we start a new year these challenges are out in front you I challenge to complete at least one of these. Get off the sidelines and join the action, make you views heard and most importantly help us preserve our industry and way of life.

***Nathan Bengt***  
***1st Vice President***



## EDUCATION

## Education 2010

There's probably not a day that goes by for any of us in this industry when we don't learn something new. I'm (almost always) grateful for that. There are admittedly days though when I've learned so much from a new and challenging situation that my attitude of gratitude may be lacking! One thing is clear though, each of us must continue to learn. Not just because CE hours are required to keep our licenses current, but because our clients and brokers deserve our best.

In January, I hope you will join us for our first CE offering of the new year, "Voluntary Benefits", a two hour CE presented by Jonathan Sheedy of Cigna. The CE is currently being finalized, so no CE course number is currently available. This two hour CE will be presented at the SAAHU Luncheon on Wednesday, January 20th at the Club at Sonterra.

RSVP to [gholzworth@chapmanschewebenefits.com](mailto:gholzworth@chapmanschewebenefits.com). Make sure you arrive at 11:30 to register, mix and mingle, as our program will need to begin promptly at 12:00.

Also, our February CE scheduled on Wednesday, February 17th, should be one that should be of interest to all of us, "How to Keep/Renew More Business in a Down Economy". This is also a new one hour CE, currently pending approval. This will be presented by Ron Ledgerwood of TASC.

So we're off to a good start and we still have our 19th Annual Symposium to look forward to in April! See you soon!

**ALICIA BOWERS**  
**EDUCATION CHAIR**



## Ron Graves

PROFESSIONAL SPEAKER, TRAINER & AUTHOR



Motivational Speaker - Trainer  
- Author

[OptimisticDay.com](http://OptimisticDay.com)

## Thought For The Day

***"No matter what business you are in, you cannot run in place or someone will pass you by. It does not matter how many games you have won."***

***-- Jim Valvano, late great basketball coach***

## MEMBERSHIP

## SAN ANTONIO MEMBERSHIP



**WANTED!**

Industry Professional & SAAHU Member looking for opportunity to secure a rewarding position.  
 Experience not required. Ethusiasim, committment and desire to drive success. Two positions  
 are currently available for Membership and Retention Chairs on the SAAHU Board of Directors.  
 Compensation; deep sense of satisfaction and opportunity to work with like minded  
 Professionsals in your industry.  
 Candidates may inquire by contacting any SAAHU Board Member.

## WELCOME NEW MEMBERS IN DECEMBER &amp; JANUARY!

NAME	DESIGNAITON	COMPANY	JOIN DATE	SPONSOR
CATHY HILL		GROUP & PENSION ADMINISTRATORS	01/15/10	LORI BROWN
RACHEL LOPEZ		UMR	12/02/09	SARAH CANEZ
LAURI MARTIN		GPA	01/15/10	LORI BROWN
JOHN MITCHELL		BENEFIT ADVISORY GROUP OF TEXAS	12/18/09	JENNI WHITAKEER
LATISHA PERRY	CLCS	TEXAS PRIDE INSURANCE	12/22/09	DONNA MCCRIGHT

2009 DAVE CLARK LIFETIME ACHIEVEMENT AWARD



Bill Sutherland, the 2008 recipient speaks about the achievements of our newest winner, Sandy Johnson.



2009 GOLF TOURNAMENT DONATION RECIPIENT

Roddy Baker gratefully accepts a check from SAAHU President John Bock in the amount of \$7500 on behalf of Transplants for Children. Proceeds were the result of SAAHU's very successful Golf Tournament held in October.





## 2009 SPONSORS

**THANK YOU TO OUR SPONSORS FOR YOUR  
CONTINUED SUPPORT AND CONTRIBUTION  
TO SAN ANTONIO ASSOCIATION OF HEALTH  
UNDERWRITERS**

### January

Eyetopia (Luncheon)

### February

Aetna (Luncheon)

### March

United Healthcare (Luncheon)

### April

United Healthcare (Luncheon)  
UniCare (Symposium Title Sponsor)

### May

United Healthcare (Luncheon)

### June

United Healthcare (Luncheon)

### July

United Healthcare (Luncheon)

### August

United Healthcare (Luncheon)

### September

United Healthcare (Luncheon)  
Humana (Dave Racer Event)

### October

United Healthcare (Luncheon)  
Humana (Golf Tournament Title  
Sponsor)

### November

United Healthcare (Luncheon)

### December

United Healthcare (Luncheon)





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## April

United Healthcare (Luncheon)

## October

United Healthcare (Luncheon)

## May

United Healthcare (Luncheon)

## November

United Healthcare (Luncheon)

## June

United Healthcare (Luncheon)

## December

United Healthcare (Luncheon)



***TAHUPAC***  
***TAHU's Political Action Committee***

With TAHUPAC's ability to contribute to state legislators' political campaigns, TAHU's voice will be heard. Legislators who support the preservation of the free market economy in the health care industry and maintenance of the role of the client advocate (the agent) in that system, will know that TAHU is there to assist them.

**GOLD**    \$150 (\$12.50/mo.)    **PLATINUM**    \$300(\$25/mo.)    **RUBY**    \$600 (\$50/mo.)

**DIAMOND**    \$1,200 (\$100/mo.)    **Other** \_\_\_\_\_

**Note: Federal regulations prohibit corporate contributions to TAHUPAC.  
 Individual contributions only!**

Name \_\_\_\_\_ Local Chapter \_\_\_\_\_

Employer \_\_\_\_\_

Occupation \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_

Zip \_\_\_\_\_

Telephone (\_\_\_\_) \_\_\_\_\_

Email \_\_\_\_\_

Fax (\_\_\_\_) \_\_\_\_\_

**Check the appropriate box(s) that apply**

( ) I have enclosed a **check** payable to TAHUPAC for the selected level.

**~Credit Card Option~**

We request that you reserve the monthly charge option for contributions of \$150 (\$12.50 per month) or more.

( ) Please **charge** my contribution **Monthly** in the amount of \$ \_\_\_\_\_ to my credit card as follows:

( ) Please **charge** my contribution **Quarterly** in the amount of \$ \_\_\_\_\_ to my credit card as follows:

( ) Please **charge** my contribution **Annually** in the amount of \$ \_\_\_\_\_ to my credit card as follows:

( ) MasterCard    ( ) Visa    ( ) Discover    ( ) American Express

Card Number \_\_\_\_\_ Exp. Date \_\_\_\_\_ VAL

Code \_\_\_\_\_

Cardholder \_\_\_\_\_



HUPAC • P.O. Box 20865 • Indianapolis, IN 46220-0865  
 Phone: (703) 276-0220 • Fax: (317) 253-9285  
 www.hupac.org

## 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
Supporter	\$150	\$10.00
"365 Club"	\$365	\$30.00

Capitol Club	On-time	Monthly Draft
Gold	\$1,000	\$ 85.00
Diamond	\$2,000	\$170.00
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.

### PAYMENT METHODS

☐ One-time payment
 ☐ New Monthly Draft
 ☐ Increase to Monthly Draft
 ☐ Change of Information
 ☐ Personal Check Attached

Amount: \$ \_\_\_\_\_  
 (Please make checks payable to HUPAC)

MONTHLY or ONE-TIME  
 (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 show above.

Signed

Date

☐ **Candidate Fund**  
 Personal Credit Card or Bank

☐ **Administrative Fund**  
 Business Credit Card or Bank Draft



**The present is what slips by us while we're pondering the past and worrying about the future.**

- Ziggy, cartoon foible

How do you keep everything in perspective?

Is there anything that Ziggy doesn't know? In the cartooning universe, he's often placed in hopeless situations, pitted against a world that doesn't make sense. He's an agreeable punch line for the quirks of human nature. Yet he's able to brush off his mishaps and focus on the opportunities that today brings. He can also look to the future with hope, knowing full well that more struggles may lie ahead. Most of all, he can look at himself and have a good chuckle. Do you make yourself anxious about things that might happen or stew over mistakes you've made? Don't let a preoccupation with tomorrow or yesterday rob your ability to face that crazy world with a smile. For Ziggy, today is today. It's not a good day; it's not a bad day. It's a day. And he knows that it's important to give that day the value it deserves.



## SAAHU WEBSITE

**SAAHU WEBSITE: [WWW.SANANTONIOAHU.ORG](http://WWW.SANANTONIOAHU.ORG)**

**Website highlights:**

- Member feedback link... tell us what you currently like or would like to see (articles, programs, speakers, education) – or request information
- Industry news headlines
- Rsvp for the luncheon
- SAAHU newsletters
- Link to NAHU career center
- Legislative talking points
- SAAHU board and committee lists
- **Volunteer link (get involved!!)**
- Operation shout link to NAHU's legislative advocacy page
- Link to the TAHU Café – email forum for agents and carriers
- SAAHU membership application
- Links to TAHU and NAHU websites



**WEBSITE VISITS IN 2009: 1339**

**WEBSITE VISITS IN JANUARY 2010: 83**

**If you spend too much time working on your weaknesses, all you end up with is a lot of strong weaknesses.**

**- Dan Sullivan, business coach**

# San Antonio

Association of Health Underwriters

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
					1 NEW YEAR'S DAY	2
3	4	5	6	7	8	9
10	11	12 SAAHU BOARD MEETING	13	14	15	16
17	18	19	20 SAAHU LUNCHEON	21	22	23
24 31	25	26	27	28	29	30
<b>JANUARY 2010</b>						

**ON THE HORIZON:**  
**2/9 SAAHU BOARD MEETING**  
**2/17 LUNCHEON**