

San Antonio

Association of Health Underwriters



PRESIDENT'S MESSAGE



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Dear SAAHU Members,

It's time to again get your nominations in for the Dave Clark Lifetime Achievement Award and Underwriter of The Year. The criteria for each award is listed here. Be sure to email (vickiello2@mac.com) or fax (210-255-6753) your nomination to Vickie Lightsey no later than June 10th.

Dave Clark Lifetime Achievement Award Criteria

1. Significant ongoing contribution of time and talent to further the health insurance industry.
2. Member of SAAHU, TAHU and National Association of Health Underwriters for a minimum of 5 years.
3. Displays the character traits and skills of leadership.
4. Promotes the principles of professionalism and idealism.
5. Shows significant community service in both personal and professional achievements.
6. Is regarded by his/her peers as a role model and mentor.

*** A minimum of three nominations is required for a member to be considered a candidate.**

Underwriter of the Year Award Criteria

A nomination can be made on behalf of a SAAHU member, in good standing for two or more years, which contributes outstanding efforts in any given year to the association. This award should be bestowed upon someone who provides quality service and has made significant contributions of time, effort and energy to our industry and association. The recipient should be someone who strives to develop and implement methods to strengthen and improve our association's presence on a national, state and/or local level.

A minimum of two nominations is required for a member to be considered a candidate.

As my Presidential term ends I want to say what an honor it has been to serve this outstanding association. John Bock will officially take the reins on July 1st with his new board. I look forward to see you at the June 17th luncheon where we will install the Executive Board and Board Chairs.

Nicole Scott,
President.

SAAHU LUNCHEON

Join Us

What: SAAHU Luncheon,
Installation of Officers & Awards Ceremony

When: Wednesday, June 17th

Where: Sonterra Country Club

Time: 11:30 Registration/12:00 Lunch

RSVP:

gholzworth@chapmanschewebenefits.com

Cost: Saahu Members: \$22;

Non-Saahu Members: \$42

Sponsor: United Healthcare

**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".**

TREEHOUSE DONATION



John Bock and Dennis Ellis of SAAHU presented a check to Treehouse Pediatrics Center & Day Program at the May Luncheon. Proceeds were from our annual Golf Tournament in October.

LPRT QUALIFIERS

Congratulations Texas LPRT Qualifiers

NAHU has recently announced its LPRT Qualifiers for 2008. TAHU wants to congratulate those individual members who worked hard to achieve this recognition.

***San Antonio AHU
Gary W. Impelman, CLU, LUTCF
Russell Lee Rice***

EDUCATION

Focus on Education

Summertime is fast upon us and who doesn't remember the thrill of the last day of school, leaving schedules and homework far behind? I remember that so vividly, staying up late, sleeping in and carefree, fun filled days!

Things have changed and we're part of the working world now (thank goodness!!) and just so you know, SAAHU isn't taking the summer off! We continue to offer you education opportunities even during the summer months.

Lined up for us this summer is a presentation by Julie Weber of Wells Fargo Benefit Services. She will be presenting CE#21533, HSA'S – Take Control of Health Costs Today & Save for Tomorrow. Our June luncheon will be dedicated to installing our new Officers and Board for 2009/2010 and Awards Ceremony. Come and show your support for those who help lead your association.

Please RSVP to Gwen Holzworth
@gholzworth@chapmanschewebenefits.com today!!



Alicia Bowers
Education Chair

HEALTHCARE REFORM

President Obama has asked the communities that helped get "healthcare reform" started awhile back to host NEW healthcare grass roots kickoff meetings on Saturday, June 6. Eight (8) meetings in and around San Antonio have already been scheduled, with different "topic" titles listed.

I hope that all SAAHU members will attend one of these meetings (or plan to host one of your own!) in your neighborhood so that we can put out there our own 2 cents.

Go to:

http://my.barackobama.com/page/event/search_results?event_type=244&zip_radius%5B1%5D=50&type=simple&orderby=zip_radius&zip_radius%5B0%5D=78209&x=23&y=9

for a listing of the scheduled meetings in and around San Antonio OR to host your own meeting.

Sarah Canez,
SAAHU Legislative Chair

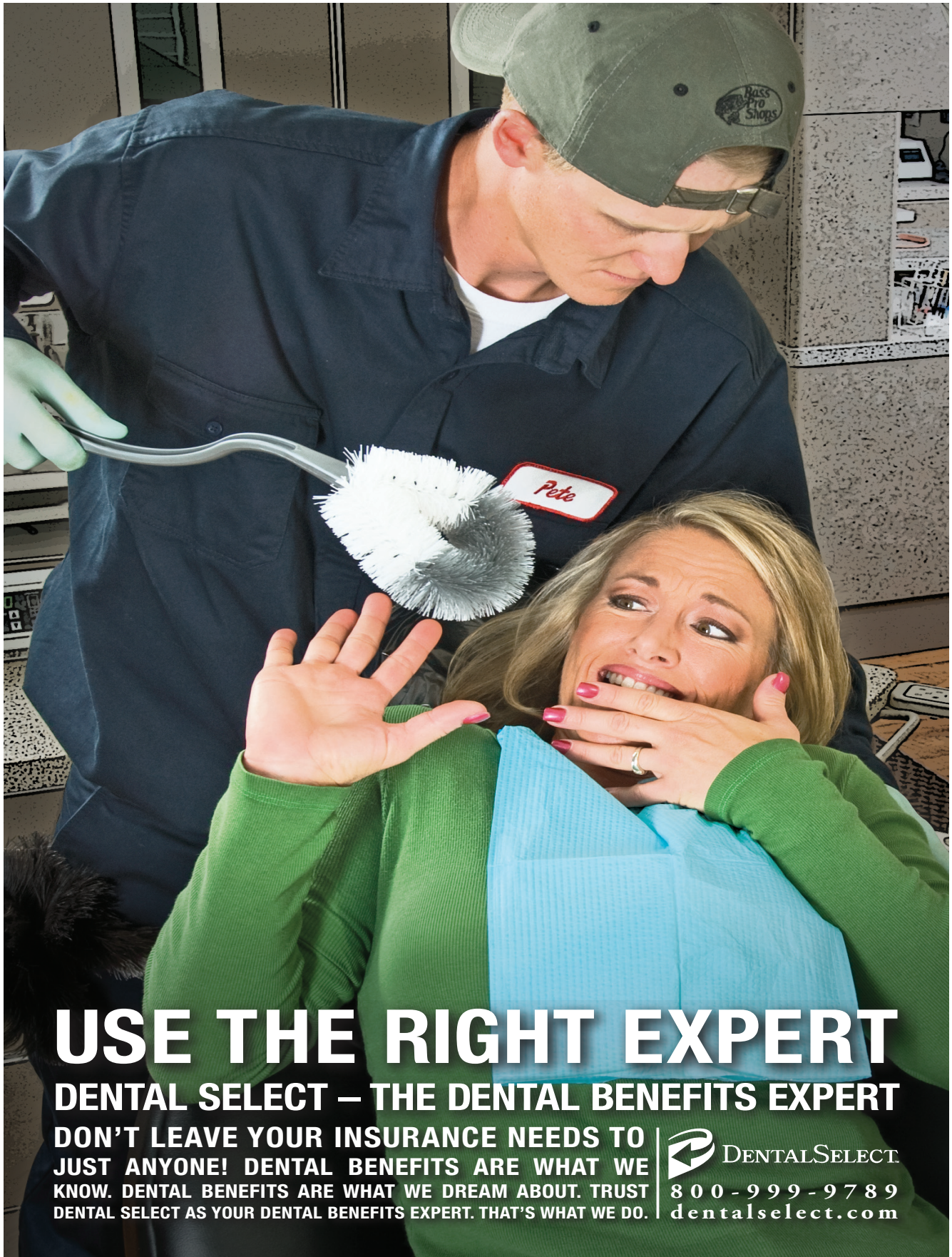
MEMBERSHIP RETENTION

Reach Out to Lapsed SAAHU Members

It is a simple telephone call that can make all the difference in a member's decision to renew. We need your help in reaching out to the members who have lapsed or are about to.

Here is a list of lapsed members from the past couple of months. The list includes the February billing group, which has been dropped, and the March billing group, which is about to be dropped. Help us keep our association strong. A strong association can influence the law makers who decide if we continue to have an industry to work in. If you know any of those listed below please contact them about renewing their membership.

Dropped - February 2009 Billing Group			
FIRST NAME	LAST NAME	COMPANY	PAID THRU
Michele	Lemke	eEmployers Solutions, Inc.	Feb 28, 2009
Sarah	Cecil	Humana Insurance Company	Feb 28, 2009
Amanda	Rees	Humana, Inc.	Feb 28, 2009
Joe	Seewald	AFLAC	Feb 28, 2009
Joseph	Braley	Aetna	Feb 28, 2009
To be Dropped - March 2009 Billing Group			
FIRST NAME	LAST NAME	COMPANY	PAID THRU
Norma	Eureste	Aetna	Mar 31, 2009
Lester	Frantzen	Frantzen, Kaderli & Klier Insurance	Mar 31, 2009
Jerrett	Amerman	AETNA	Mar 31, 2009
Tina	Wyatt	Humana	Mar 31, 2009
Suzanne	Brune	United Healthcare	Mar 31, 2009
Brenda	Alberts	Terry Hookstra Insurance	Mar 31, 2009
Rhoda	Esparza	Humana	Mar 31, 2009



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LEGISLATIVE MUSINGS

Take Part in Agent Group Fly In to D.C.

Members of NAHU, NAIFA/AHIA, PIA and CIAB will converge on Washington, DC for a joint fly-in to lobby members of Congress on July 15. The format of the event will likely include a networking reception on the evening of July 14 with a briefing and press event on the morning of July 15 followed by Capitol Hill appointments for the remainder of the day.

NAHU will be targeting specific congressional districts where we will urge individuals to attend. However, we are also aware that many of our chapters want to support this effort and lobby their congressional members, and as such, welcome additional participation.

We are sure finances will affect members' ability to attend this event as state and local money to support this may be limited. There will be no national registration charge for attendance, but members and chapters will have to absorb travel and out-of-pocket expenses, so we encourage you to discuss this within your state to identify your select members who should attend.

Again, once we identify the critical congressional districts, we will better know who we need to attend. NAHU and the other agents groups will be working collectively on making appointments for all registered attendees with their congressional representatives, so you will not need to complete that step.

Attendees should make their own travel arrangements to arrive on July 14 and depart the evening of July 15, 2009. Registration information and hotel details will be included in next week's edition of the Washington Update.

INCLUDEPICTURE "http://newsmanager.commpartners.com/nahuw/images/star_bul.jpg" *
MERGEFORMATINET

Grassroots Efforts Focus on Brokers Making a Difference

This week NAHU unveiled its new website, HYPERLINK "http://www.mmsend2.com/ls.cfm?r=36876788&sid=6617539&m=739240&u=NAHU_2&s=http://www.brokersmakingadifference.com" \t "_blank" www.brokersmakingadifference.com, which highlights the value of professional agents and brokers through personal stories from both agents and their clients. To complement the website, you can download a HYPERLINK "http://www.mmsend2.com/ls.cfm?r=36876788&sid=6617540&m=739240&u=NAHU_2&s=http://www.brokersmakingadifference.com/forms/BMDBooklet.pdf" \t "_blank" 71-page booklet of personal testimonials to use while lobbying you legislators concerning the need to include agents and brokers in any reformed system.

Texas: our legislature has only days left in the session, (by the time you read this, it will be over) assuming that they don't extend the session. SB 80 passed, with just a "bit" of help from TAHU, Lee Manross, and all our members. So far, so good.



***Sarah Canex,
SAAHU Legislative Chair***

2009 SPONSORS

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

January
Eyetopia

February
Aetna

March
United Healthcare

April
United Healthcare

May
United Healthcare

June
United Healthcare

July
United Healthcare

August
United Healthcare

September
United Healthcare

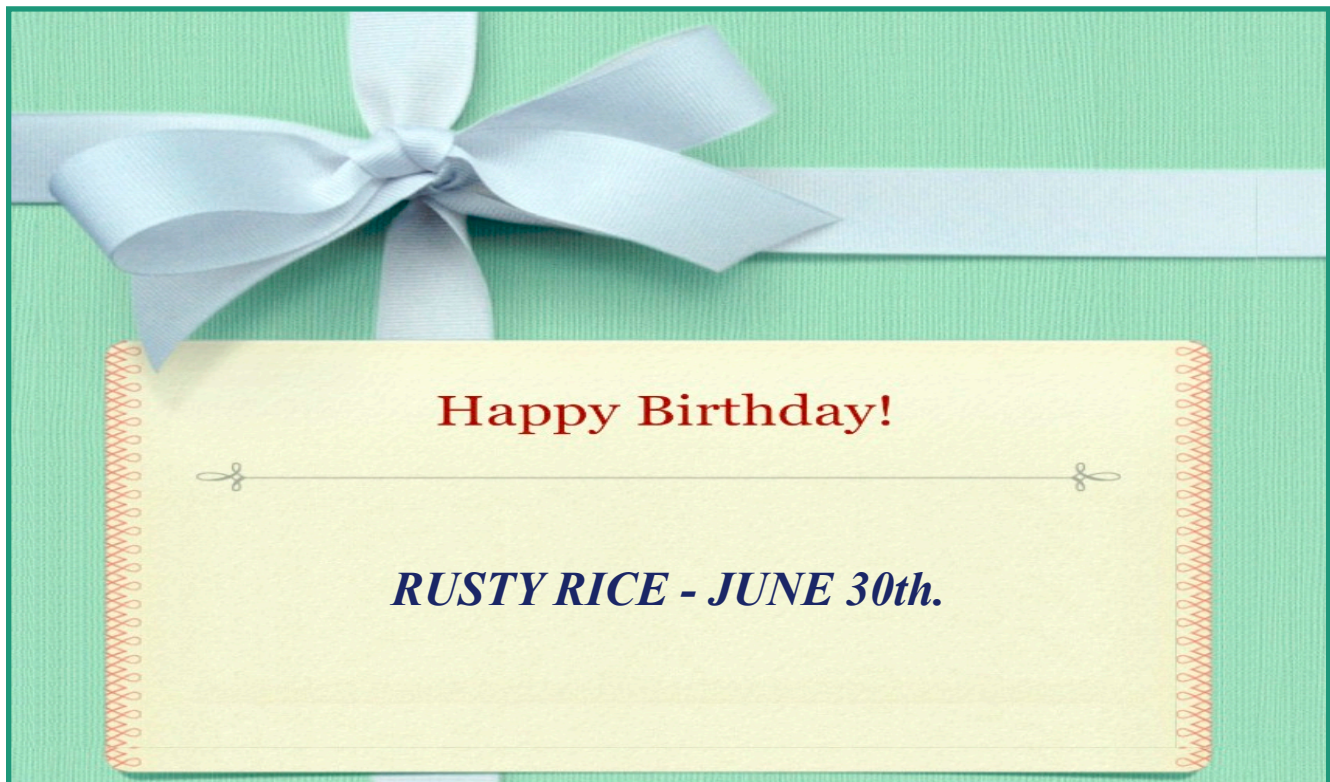
October
United Healthcare

November
United Healthcare

December
United Healthcare

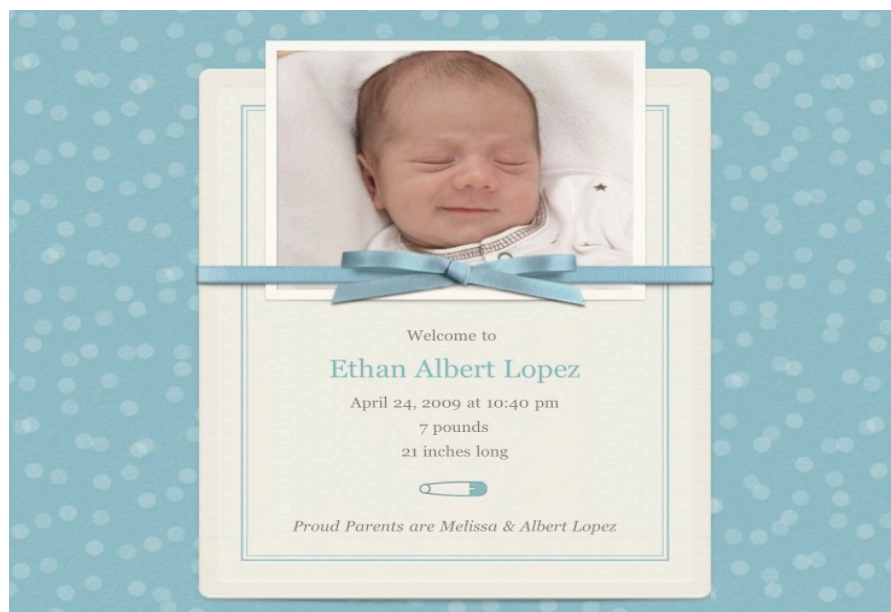


BIRTHDAYS



MEMBERS! Are you or another member you know having a birthday. Let us know the Month and day so we can join in celebrating our member's birthdays.

Send name, company and birthday information (month and day only please) to Vickie Lightsey at vickiello2@mac.com



WEBSITE UPDATE

SAAHU WEBSITE

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
- ★ Link to NAHU career center
- ★ Legislative talking points
- ★ SAAHU board and committee list
- ★ 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

We started a website counter in November 2008 to let us know how many visits we've had.

2008 = 181

2009 = 682

If you haven't been to our website in a while, check us out!

HYPERLINK "<http://sanantonioahu.org>" <http://sanantonioahu.org>

*Sandy Johnson
Website Chair*



MEMBERS ON THE MOVE

Are you or someone you know on the move? Send the following information; name, company name, date of move and a picture to vickiello2@mac.com. Let your colleagues know where you are.

ON THE MOVE

BOARD MEMBERS

Bits and Pieces (or getting to know the board members)

Meet Alison Burkholder, 1st Vice President

Name & Nickname:

Alison Lindsay Burkholder
Ali

Spouses Name: James

Birthday (mo & day): September 5th

Pets & Names:

2 dogs - Buster and JoJo
1 cat - Bud
Assorted fish

Favorite Color: Pink

Favorite Food: Mexican

Children, Names & Ages:

4 year old Daughter - Natalie
1 year old Son - Blake

Hobbies:

I don't really have time for hobbies, but I like to spend time with my family, build/remodel houses, and travel to the coast for weekend get-aways.

Quite time activity:

When time permits, I like to read Historical and Paranormal romance novels written by my childhood friend. She writes for Avon as Sophie Jordan and Pocket as Sharie Kohler.

Favorite Quote and it's author:

Life is a series of collisions with the future; it is not the sum of what we have been, but what we yearn to be. (Jose Ortega y Gasset)

If you could have taken part in any single historical ceremony, what would it have been?:

I would have loved to be present during the immigration of my ancestors at Ellis Island.

Name the all time best song ever:

I love different types of music and cannot pick just one song. I like everything from Rock-n-Roll to Country and a few in between.

Your Favorite Movie:

I usually only watch a movie one time, but have a couple of movies that I have watched over and over again and they are: The Breakfast Club, Pearl Harbor and The Notebook.

Continued.....

BOARD MEMBERS (CONT)

What being a member of SAAHU Means to You:

I feel that being a member of SAAHU brings value to my role in the insurance industry. As a member, I have access to many resources including legislative advocacy, compliance and continuing education.

How many years in the Industry?:

11 years and counting...

Favorite Charity:

St. Jude Children's Research Hospital

The Smell you love the most:

Fresh baked goodies, new car smell and baby skin

If you could rid the earth of one thing what would it be?:

CANCER

Favorite Article of clothing:

Accessories –
Shoes,
Jewelry &
Purses, etc.



THE ROAD NOT TAKEN

by Robert Frost

Two roads diverged in a yellow wood,
And sorry I could not travel both
And be one traveler, long I stood
And looked down one as far as I could
To where it bent in the undergrowth;

Then took the other, as just as fair,
And having perhaps the better claim,
Because it was grassy and wanted wear;
Though as for that, the passing there
Had worn them really about the same,

And both that morning equally lay
In leaves no step had trodden black.
Oh, I kept the first for another day!
Yet knowing how way leads on to way,
I doubted if I should ever come back.

I shall be telling this with a sigh
Somewhere ages and ages hence;
Two roads diverged in a wood, and I -----
I took the one less traveled by,
And that has made all the difference.

San Antonio

Association of Health Underwriters

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
31	1	2	3	4	5	6
7	8	9	10 SAAHU BOARD MEETING	11	12	13
14	15	16	17 SAAHU LUNCHEON	18	19 STRATEGIC PLANNING MEETING	20
21	22	23	24	25	26	27
28	29	30	1	2	3	4 INDEPENDENCE DAY
JUNE 2009						

ON THE HORIZON:

7/04 OUR NATIONS BIRTHDAY! 233 YEARS

7/08 SAAHU BOARD MEETING

7/15 LUNCHEON