

# San Antonio

## Association of Health Underwriters



### PRESIDENT'S MESSAGE



**Nicole Scott,**  
**SAAHU President.**

It is hard to believe that Thanksgiving is right around the corner. I would like to take this opportunity to give thanks to the SAAHU Board Members for all that they do. Most people do not realize the amount of time and dedication that these individuals give to the association.

Our monthly luncheons, CE classes & newsletter are vital functions of the association. Without the efforts of Gwen Holzworth, Lori Rice, Alicia Bowers, & Vickie Lightsey they would not be possible.

For the first time in years, SAAHU has a regularly updated web site, HYPERLINK "<http://www.sanantonioahu.org>" [www.sanantonioahu.org](http://www.sanantonioahu.org). Sandy Johnson has not only updated our key features but she has recently added a photo gallery, pay pal ability and website counter.

Another big first for SAAHU, thanks to Diane Polanco, who has earned us much warranted media exposure. Recently our Golf Tournament and Casino Night were both highlighted in the Express News! The Golf Tournament and Casino Night were successful events thanks to the efforts of Dayton Hoffman and Dennis Ellis.

With the upcoming election, legislative initiatives have weighed heavy on everyone's minds. Sarah Canez and Gary Looney have worked hard to keep SAAHU informed of upcoming legislative proposals. Both of these individuals not only bring information to our membership, but, they also meet with our local, state, and federal legislative representatives to discuss items that we as an association support.

Our Executive board consisting of; Will Haff, John Bock, Alison Burkholder, Nathan Benge, Melissa Lopez and Vickie Lightsey, work hard each month to ensure we meet the needs of our membership. From tracking our monthly financing, to keeping notes and historical records, these individuals are the core of the SAAHU board.

Our Trustees and Trusti Emeritus serve as important mentors and guide us in the right direction. Each of these individuals have served as president of our association and have laid the groundwork for what we do today.

Finally, I would like to say thank you to all of our Members. Without each and every one of you, none of this would be possible.

I feel truly blessed to be able to serve as your president and represent such a wonderful association. Thank you for all the blessing that you have bestowed upon me. Happy Thanksgiving!

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## LEGISLATIVE MUSINGS

**SAAHU LUNCHEON: WEDNESDAY, NOVEMBER 19**  
**SPECIAL LEGISLATIVE CE + SPEAKER**  
**& NOTE: SPECIAL HOUR for CE:**

**10:15 to 11:15 CE - Massachusetts Health Care Plan: It's NO Tea Party!**

**12:00 Luncheon: Leg in a Box + Q&A; or, How to talk to your state legislators!**

**Speakers:** Lee Manross, TAHU lobbyist & Misty Baker, Reg. IV Legislative Chair & former TAHU Leg Chair

Lee and Misty have many many hours of experience working the halls of Austin's Capitol. They have sat through many committee hearings, testified at hearings, and waded through health insurance bills to give TAHU members a synopsis of what's relevant to agents and our industry.

Their cell phones are set to ring when something important is happening or up for vote. They know how important it is for agents to work on a relationship with their representative and how valuable our experience can be to a legislator.

Texas 2009 session is going to be very interesting with health insurance on the forefront, and Lee and Misty will teach us how WE TOO can make a difference.

Don't miss this important luncheon and CE!

Elizabeth Ames Jones, former Texas State representative, and current Railroad Commissioner (which is actually an oil/gas rights/laws position) will be running on the Republican ticket to hopefully replace Republican incumbent Kay Bailey Hutchison for the Senate spot from Texas, now that Kay has announced that she will NOT run in 2010 when her term is up. Elizabeth is an old friend of mine from Alamo Heights. NAHU's HUPAC fund has given money many times to John Cornyn who holds the other of Texas' 2 senate seats, (& is running against a Democrat from the Houston area) so expect that HUPAC will pony up funds for her campaign as well. When her campaign is up and running, we will be asking for volunteers and helpers. If you want to help with her campaign, and need to know what to do or how to offer your help, call me.



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



**What? SAAHU Luncheon**

**When? Wednesday, November 19th**

**Where? Sonterra Country Club**

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

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

**Program: Leg In A Box**

**Cost: Saahu Members: \$22**  
**Non-Saahu Members: \$42**

**Charity Fund: \$3 per ticket - Fire Safety**

**Sponsor: Benefit Management Administrators, Inc.**

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

## SAAHU AWARDS

Two of SAAHU's most prestigious awards were presented during the October luncheon.

Underwriter of the Year was awarded to Linda Behrens who tirelessly worked to ensure SAAHU's Education program met the highest standards for quality, topic variety and quantity.

The Dave Clark Lifetime Achievement Award was presented to Bill Sutherland whose contributions to the Health Insurance industry are too numerous to recount. Over the years Bill has given to the industry and this association of his time and talent over.

When you see these two dedicated members thank them for their dedication and hard work.

***Submitted by:***  
***Vickie Lightsey***  
***Newsletter Chair***



***Caroline Hesseltine presents Bill Sutherland with the Dave Clark Lifetime Achievement Award during the SAAHU October luncheon.***



***Will Haff presents Linda Behrens with the Underwriter of the Year award during the SAAHU October luncheon.***



Hector Villarreal	NOV 6
Nicole Scott	NOV 8
Gwen Holzworth	NOV 25

**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](mailto:vickiello2@mac.com)

## MEMBERS ON THE MOVE

Members who have moved:

Alison Burkholder is now at Aetna Inc. as Small Group Sales Executive



Lori Rice has moved to Wells Fargo as Sales Executive



**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](mailto:vickiello2@mac.com). Let your colleagues know where you are.**

**ON THE MOVE**

## WEBSITE UPDATE

**The upcoming luncheon** / speaker information is on the website home page. You can pay on line with Paypal. Don't miss the Legislative CE in November. SPECIAL START TIME 10:15!! HYPERLINK "<http://www.sanantonioahu.org/index.htm>" <http://www.sanantonioahu.org/index.htm>

**Several of our board** members have changed jobs: Ms Alison Burkholder's new contact information is available under the SAAHU board tab. HYPERLINK "<http://www.sanantonioahu.org/saahuboard.htm>" <http://www.sanantonioahu.org/saahuboard.htm> Ms. Lori Rice has a new job also. See HYPERLINK "<http://www.sanantonioahu.org/SAAHU%20Committees.htm>" <http://www.sanantonioahu.org/SAAHU%20Committees.htm> for her info.

**We are pleased** to announce our new membership chair, Sylvia Miller with Cigna. We also have a new Retention Chair, Ms. Patricia Gillis with Colonial Life. You can reach these folks at the committees link: HYPERLINK "<http://www.sanantonioahu.org/SAAHU%20Committees.htm>" <http://www.sanantonioahu.org/SAAHU%20Committees.htm>

**Congratulations** to Bill Sutherland for earning the SAAHU Lifetime Achievement Award and to Linda Behrens for earning the SAAHU Underwriter of the Year award. You can find this information and pictures at HYPERLINK "<http://www.sanantonioahu.org/Awards.htm>" <http://www.sanantonioahu.org/Awards.htm>

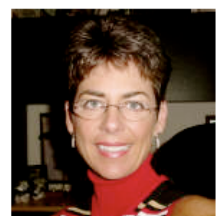
**The Golf Tournament** pictures are posted on the website at HYPERLINK "<http://www.sanantonioahu.org/photogallery.htm>" <http://www.sanantonioahu.org/photogallery.htm> ...As is the latest SAAHU Newsletter. HYPERLINK "<http://www.sanantonioahu.org/NewsLinks.htm>" <http://www.sanantonioahu.org/NewsLinks.htm>

**Want to volunteer?** Click on the volunteer link on the website home page. HYPERLINK "<http://www.sanantonioahu.org/index.htm>" <http://www.sanantonioahu.org/index.htm>

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*





## SPEAKERS & SPONSORS

### Speakers and Sponsors

Our November luncheon will be sponsored by Benefit Management Administrators, Inc.

Secure Horizons will be the luncheon sponsor for December

Get ready for the New Year! We already have luncheon sponsors lined up for January and February. Eyetopia will be our sponsor for January and Aetna has already stepped up to the plate for February.

I would also like to thank all of those Carriers who have been so gracious to host a luncheon so far this year!

Community First  
Humana One  
Avesis  
Benefit Mall

Anyone interested in sponsoring the luncheon for March please contact me! I look forward to hearing from you!

***Respectfully Submitted,***

***Lori Rice***  
***Speakers and Sponsors***



*"No vote. No voice. No choice." from "The Courage of Spirit"*  
*By Nancy D. Solomon*

**SPONSORS PAGE**

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<p><b>THANK YOU TO OUR SPONSORS FOR YOUR CONTINUED SUPPORT AND CONTRIBUTION</b></p>
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**January**

No Sponsor

**February**

No Sponsor

**March**

No Sponsor

**April**

Sponsor: Louis Makatura, Jr. – TX Sales  
Manager  
Superior Vision Services

**May**

Sponsor: Humana Large Group

**June**

No Sponsor  
Installation of Officers

**July**

Sponsor: Blake Prewit – Director of  
Marketing & Sales  
Community First

**August**

Sponsor: Rusty Rice – Regional VP of  
Sales  
Avesis

**September**

Sponsor: Christine Candler –  
HumanaOne

**October**

Sponsor: BenefitMall

**November**

Sponsor: Benefit Management  
Administrators, Inc.





## EDUCATION

November's focus as you can well imagine is on the political arena. You won't want to miss our special CE - Massachusetts Health Care Plan: It's NO Tea Party! November 19th 10:15 - 11:15 before the luncheon. During the luncheon you will get a dose of "Leg In A Box". Both presented by Lee Manross and Misty Baker.

***Alicia Bowers***  
***Education Chair***



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## ADVERTISE

### **PLACE YOUR ADVERTISEMENT IN THE SAAHU NEWSLETTER**

ADVERTISING SPACE AVAILABLE FOR FULL PAGE, HALF PAGE AND BUSINESS CARD.

CONTACT VICKIE LIGHTSEY FOR PRICES AT:

[vickie.lightsey@kci1.com](mailto:vickie.lightsey@kci1.com) or phone 210-515-5850

## BOARD MEMBERS

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

#### **Meet Sandy Johnson, SAAHU Website Chair**

Name & Nickname: sandy Johnson. Sandy?

Spouses Name: ken

Birthday (mo & day): april 13 (born on friday!!)

Pets & Names: Skittles (short for schizophrenia) and Sophie, cats.

Favorite Color: black - and if that's not a color, then I guess pink. Or maybe melon. I like blue too.

Favorite Food: there is no such thing as A favorite food!! But it's either King ranch chicken or EGGS!! I LOVE EGGS!!!! And pizza and Mexican food.

Children, Names & Ages: grandbabies: Guthrie 2 and Irene 3

Hobbies: golf

Quite time activity: reading

Favorite Quote and it's author: do unto others as you would have them do unto you... the bible (spoken by several...).

If you could have taken part in any single historical ceremony, what would it have been?: not sure. I'm not big on history. I'll continue to think about that.

Name the all time best song ever: sweet caroline, neil diamond.

Your Favorite Movie: the American president

What being a member of SAAHU Means to You: community of friends and "in the know".

How many years in the Industry?:18

Favorite Charity: susan b. komen

The Smell you love the most: pizza (really, I have no idea)

If you could rid the earth of one thing what would it be?: fire ants. And war. And poverty.

Favorite Article of clothing: is jewelry clothing??



## TRUSTEE'S CORNER

### Meet Trustee Emeritus Caroline Hesseltime

Caroline began her career in the insurance industry with Lone Star Life approx. 23 years ago. She began her Association involvement with the Life Underwriters shortly thereafter working on the Easter Seals Golf Tournament for 2 years as a volunteer and the third year as Director of Public Service for SAALU. Because of her work for Easter Seals, she was honored with an Award for her outstanding contribution and commitment to Easter Seals and SAALU nominated her for the JC Penney Award. It was during this time that she was contacted to become a part of the soon to be formed San Antonio Association of Health Underwriters. SAALU asked her to serve as Vice President on their Board and she declined to give all her time and efforts in the formation of the SAAHU Chapter and became one of the Charter members. Little did she know that this was the beginning of what was soon to become almost a second career.

Shortly after that first mixer at the Petroleum Club in 1988 she was asked to serve as the first Secretary of the SAAHU. By 1990, she had been installed as President. Under her term as President, the National Association of Health Underwriters held their annual Symposium in San Antonio and she was asked to serve as Chairman of the Host Committee for this event. It was quite an undertaking and introduction not only to National but to the State Association as well. Caroline received the NAHU Distinguished Service Award for her work with the Symposium and shortly after she was asked to serve on the TAHU Board of Directors as Secretary. She took an active part in implementing the now Annual SAAHU Golf Tournament and Casino Night.

She has received Merit Awards from TAHU in 1991 and 1992. In 1993 she received a TAHU Merit Award for the SAAHU Newsletter of which she was the founding Editor.

She began working with TAHU as Secretary under Bob Campbell on the TAHU Board. Under her term as TAHU President-Elect, the State Symposium was held in San Antonio and she was put in charge of this event.

As TAHU President in 1995-1996, she can be credited for implementing the now Annual TAHU Golf Tournament and under her term TAHU hired their first management company in an effort to bring TAHU to the forefront in the State on many levels. Under her term TAHU hired Janet Stokes as their official Lobbyist. Because of Janet's efforts we are well recognized in Austin with the Legislators and are now contacted for our input and advice on current and up-coming legislative issues, she is also responsible for creating the marketing chair for TAHU to come up with an annual marketing brochure for sponsors.

She has attended both the State and National Symposiums since she first became a part of the Health Underwriter Association and has done lobbying both in Austin and D.C. by attending the Day at the Capitol for TAHU and Capitol Conference for NAHU. She is also a Charter supporter of the Hollis Roberson Award and is currently serving as Trustee on the TAHU Board of Directors, while continuing to serve as a Trustee on the SAAHU Board of Directors.

Caroline has just received the Hollis Robertson Award from TAHU. This is the highest honor TAHU awards to one of its members for their dedication to the integrity of the Insurance Industry.





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# San Antonio

Association of Health Underwriters

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
						1
2	3	4 ELECTION DAY..... VOTE!	5	6	7	8
9	10	11	12	13	14 SAAHU BOARD MEETING	15
16	17	18	19 SAAHU LUNCHEON	20	21	22
23	24	25	26	27 THANKSGIVING DAY	29	30
<b>NOVEMBER 2008</b>						

## ON THE HORIZON:

12/14 SAAHU BOARD MEETING

12/19 LUNCHEON

12/25 CHRISTMAS