

San Antonio

Association of Health Underwriters



PRESIDENT'S MESSAGE



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Dear SAAHU Members,

I felt it would be prudent to use my article to communicate tips for Town Hall Meetings recently sent to employees of Aetna. They are good points that apply to all of us.

Town Hall Tips

In August, many members of Congress will be hosting town halls to discuss health care reform with their constituents. These events are designed to give constituents the chance to have a constructive dialogue with their Representative or Senator about health care reform. Unfortunately, there are reports about disruptive activities taking place at some of these health care town halls. Our grassroots program rejects those types of tactics and is solely about constructive, civil participation in the national discussion on health care reform. Nevertheless, since employees may find themselves in a raucous environment, we thought you and your colleagues might welcome tips on how to approach participating in these events.

1. Addressing Elected Officials. Thank them for their time and hosting a public forum.
 - a. Always address a member of the House of Representatives as Congressman or Congresswoman or Representative, and a member of the Senate as Senator.
 - b. Always remain calm, ask your question politely and never raise your voice or yell at the member of Congress.
 - c. Thank the member of Congress for their answer.
2. Be prepared. Town halls and other venues allow you the opportunity to ask questions of your member of Congress and share your point of view on health care reform.

Town Hall Tips (Cont)

(2 cont) To be respectful of other participants and the elected official, you should come to the meeting with your question or statement prepared ahead of time. This will allow you to make your point succinctly, clearly and effectively.

- a. Come with a prepared question that is focused on the facts of the debate not political rhetoric.
 - b. Come prepared with key points that are based on data and the personal role you play in the health care system and why you think health plans play an important role.
 - c. Avoid overheated political rhetoric and divisive comments.
3. Make it personal. Health care reform is an incredibly personal issue, and as a health care professional you know this first hand.
- a. Talk about the work you do as an employee of a health plan, why you are proud of that work and what this work means for the patients you serve on a daily basis.
 - b. Personal anecdotes are a very compelling way to make your point.
 - c. In addition to talking about the positive, personal work you do on daily basis, speak to the positive impact your company has on the local community.
4. Be aware. Because health care reform is so personal, people often use very pointed, divisive language directed at health plans and more specifically health plan employees. It is important not to take the bait because that it is exactly what these statements are meant to do – engage you in a negative, personal manner.
- a. Never, ever become involved in an argument or altercation. Be polite and walk away. Remember that people using this rhetoric are looking to use any excuse they can to paint industry employees as against reform. Nothing could be further from the truth, and it's important not to give them any room to take something out of context.
 - b. If you feel personally under attack from other participants feel free to leave at any time. You don't need to stay if you feel at all uncomfortable.
5. Engage others in conversation. Often times people don't realize that their neighbors, someone like you, work for a health plan. Again it is important to share your experience as a health plan employee, what you do and how you help patients and their families.
- a. Town halls are a good chance to educate others about the value our community brings to health care. You aren't just there to speak to the member of Congress, but also to other members of your community.
 - b. Media may be in attendance. If they come up to you don't be afraid to engage them in conversation about the work you do and why you think the health insurance industry plays a critical role in our health care system. Avoid injecting your personal political views since you will be seen as representing your company in these settings.

*Sincerely,
John Bock, President*



Join Us

What: SAAHU Luncheon,

When: Wednesday, September 16th

Where: Sonterra Country Club

Time: 11:30 Registration/12:00 Lunch

LEGISLATION PANEL DISCUSSION

PANEL:TAHU President, Rusty Rice

CEO of United Healthcare, Central Texas Health
Plans, Jeff Cook,

SAAHU Legislative Liaison, Gary Looney

And a Large Group Employer

RSVP:

gholzworth@chapmanschewebenefits.com

Cost: Saahu Members: \$22;

Non-Saahu Members: \$42

Sponsor:  **UnitedHealthcare**[®]
Healing health care. Together.[®]

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".**

EDUCATION

The SAAHU September 16th Program will not only include a **Continental Breakfast and 3 hour Dave Racer CE** (specific info listed below), but also the **SAAHU Monthly Luncheon** with

LEG Panel Discussion.

Questions?

We've all got questions about Health Care Reform.

Leaders in our industry will be sitting on the panel to address your questions and concerns.

Will Haff will be the moderator for this exciting and informative event. Sitting on our panel:

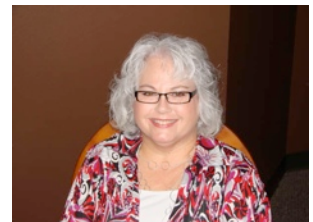
**TAHU President, Rusty Rice
CEO of United Healthcare, Central Texas Health Plans, Jeff Cook,
SAAHU Legislative Liaison, Gary Looney
And a Large Group Employer**

Do you know someone who is not yet a member of SAAHU? It's been proven time and time again, there is strength in numbers. Let's ensure our voices are heard!

Join SAAHU on September 16th and the event is free!

**Send your Registration form in TODAY!
More details below!**

*Alica Bowers
Education Chair*



EDUCATION SPECIAL

Registration Cost: \$50.00 (Includes 3 hours of CE, Panel Discussion, Breakfast & Lunch)
Payment must be made in advance

REGISTRATION:

Name: (include designations) _____

Company Name: _____

Mailing Address: _____

City, State: _____ Zip: _____

Phone: _____ Fax: _____

E-mail Address: _____

REGISTRATION COST:

\$50.00 SAAHU Member

\$50.00 Non-Member

(Join SAAHU the day of the event and attend for FREE!)

Total Payable to SAAHU & Enclosed: _____

- ☐ By check (Made payable to SAAHU)
☐ *By credit card: ☐ MasterCard ☐ American Express ☐ Visa ☐ Discover
 * Add \$2.00 processing fee

Credit Card Number: _____ Exp Date: _____

Validation Code (3 Digit): _____

TO RSVP: Please mail payment and completed form to:

Alicia Bowers, SAAHU Education Chair

Avesis

8000 West IH-10, Suite 600

San Antonio, TX 78230

Or fax to (210) 366-8072

Questions? Please contact **Alicia Bowers, SAAHU Education Chair** at **HYPERLINK**
"<mailto:abowers@avesis.com>" abowers@avesis.com or (210) 366-8071

No Refunds or Cancellations unless received in writing by September 11, 2009.

LINDA B'S CORNER

Welcome to the first addition of Linda B's corner. The purpose of this is to keep you our members informed on upcoming designation classes that you can participate in that does not involve leaving your office.

NAHU is passionate about helping its members expand their knowledge and opportunities. We can help you reach new levels of success with our online Registered Health Underwriter (RHU) classes. NAHU's exclusive online courses have been a huge success. NAHU and The American College are now enrolling students for the upcoming spring semester. The course will again be taught by Julie King, CLU, ChFC, CEBS, RHU, REBC, one of NAHU's leading experts. Classes begin on October 7 and continue till December 9. Julie will be teaching this outstanding course in a weekly webinar from 10 a.m. to noon EDT.

RHU Courses:

Here are the other courses that are also available:

HS 340w—Tuesdays, September 15 through November 17 at 10 a.m. ET

HS 340 covers advanced topics in group benefits. It addresses COBRA, ERISA, HIPAA privacy rules, Social Security, Medicare, Medicaid, health plans for federal workers, voluntary benefits, dental benefits, self-funding, international benefits and ethics.

HS 344w—Thursdays, September 17 through November 19 at 10 a.m. ET

HS 344 covers advanced topics in managed care. It analyzes managed health care in detail, covering topics such as physician and member behavior, provider compensation, authorization systems, member services, specialty managed care services, value, accreditation, information systems, sales, marketing and federal legislation.

HS 325w—Wednesdays, October 7 through December 9 at 10 a.m. ET

HS 325 analyzes group insurance benefits including the governmental environment, contract provisions, marketing, underwriting, rating, plan design, cost containment and alternative funding methods. It covers the various private programs related to the economic problems of death, old age and disability. The course also discusses cafeteria plans and consumer-directed health plans such as HSAs and HRAs.

REBC Courses:

HS 326w—Fridays, October 2 through December 4 at 10 a.m. ET

HYPERLINK "http://www.nahu.org/education/designations/REBC_Registration.pdf" ***NEW!*** ***HS 326. Planning for Retirement Needs***—focuses on retirement planning for the business, the business owner and the individual. It covers qualified plans, nonqualified plans, IRAs and retirement needs for individual clients. The course emphasizes the practical knowledge needed for choosing the best retirement plan and designing a plan that will meet a client's needs, and it discusses personal retirement planning and retirement distribution planning.

HS 343w—Wednesdays, October 7 through December 9 at 4:30 p.m. ET

HYPERLINK "http://www.nahu.org/education/designations/REBC_Registration.pdf" ***NEW!*** ***HS 343. Compensation and Personnel Management***—covers a broad area of human resource management, including total compensation planning and the interrelationship of employee benefits and cash compensation. It discusses employee recruitment, selection, interviewing and orientation, training and management development, performance appraisal, safety and health, labor relations and collective bargaining, and equal opportunity and the law.

2009 Fee Summary

Admission: \$125

Course Fee: \$565

Shipping: \$25

To take advantage of enrolling in any of these courses please log onto the NAHU web site: HYPERLINK "<http://www.nahu.org>" www.nahu.org

If you have received your designation of RHU in the last year please let me know.

Linda Behrens
Professional Development Chair



LEGISLATIVE UPDATE



Dear SAAHU members,

**“A Take on U.S. Rep. Gonzalez Town Hall Meeting on Healthcare Reform”
August 24th, 2009 – Edgewood I.S.D’s Theatre of Performing Arts**

Sitting in an auditorium that houses 1500, the orchestra seating fills steadily with a calm, respectful, and seemingly happy crowd. A healthy supply of expensive camera and audiovisual equipment lines the left end of the auditorium in desperate anticipation of the fireworks that have filled most of the media’s coverage of recent town hall meetings.

Aside from the occasional sign or banner displaying each side’s propaganda, no one is screaming, pushing or rushing. Upon entering the facility, each entrant is given a name tag, “do you have health insurance?” asks the lady. Each entrant is then given a name tag based on their response, red for “yes” and yellow for “no”. We are then directed to the table where we sign up for the big lottery. Yes, any person can put their name on a card that is dropped in the question bucket. I am told that there will be a random selection of individuals to ask questions.

Forty-five minutes after the doors open the people continue to enter. The media begins to look anxious and is ready to get this party started, as they all fidget, pace, and reposition equipment over and over again. A large projection screen displays a rotation of quotes from John F. Kennedy, Lyndon B. Johnson, and the Preamble to the Constitution.

Suddenly, out of the red velvet curtain walks out US Rep Gonzalez. Half of the crowd erupts in a standing ovation, with the other half sitting quietly. After taking the time to thank all the parties involved it’s time to begin. We all stand for a prayer, the Pledge of Allegiance and the National Anthem.

Rep. Gonzalez begins by telling the crowd that this reform will affect all of “those who can’t afford it and those who won’t be able to afford it in the future”. The fun begins, half of the crowd cheers and the other half hollers. All the people who had been quietly sitting next to one another show their true allegiance to the subject. He added that 62% of bankruptcies are due to medical bills and that 78% of people with medically related bankruptcies had health insurance. Again the crowd erupts.

LEGISLATIVE UPDATE (CONT)

Through the questioning, screaming, booing, cheering I pulled the following statements that gave me an undeniable indication that the congressman has made up his mind on the issue and there is nothing that will sway his vote. He states that he has made a decision to expand healthcare coverage to all and when it passes it will be the proudest moment. Again the crowd erupts. Without going question by question, here are his other statements that resonated with me:

He is definitely for a bill that contains a public "option".

There is not enough competition between the 4 or 5 companies that control the health insurance industry.

The previous administration is primarily responsible for our situation

He wants an insurance exchange that includes the public option

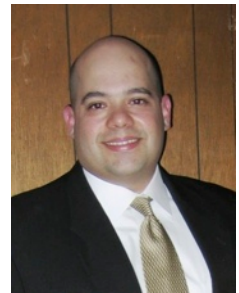
He believes that technology, wellness and a surtax will help pay for the bill

He has not read the entire bill

Then suddenly, a man standing in line to ask a question falls over. I see Rep. Gonzalez tell his assistant that there will be no more questions. I decide to move to the back of the room to get a different view of the room...no different.

I encourage everyone that has not had a chance to attend a town hall meeting to do so. I have to say that it was a unique event. Even though it may not change your perspective or their perspective, it is truly an eye opening opportunity.

*Respectfully,
Raul Barberena Jr.
Legislative Chair*



HAVE AN OPTIMISTIC DAY



Ron Graves
PROFESSIONAL SPEAKER, TRAINER & AUTHOR

OptimisticDay.co

Motivational Speaker - Trainer
- Author

Thought For The Day

"The tragedy in life doesn't lie in not reaching your goal. The tragedy lies in not having goals to reach."

-- Benjamin Mayes

VICE PRESIDENT VIEW

Thank God for Texas

Here we are with the decision of nationalizing healthcare under some type of government system and the question is why? So they say there are an estimated 47 million uninsured Americans out there. Well let's get the numbers straight and when we take out all the fluff there is really about 10 to 14 million uninsured. The government wants to spend over 1 trillion dollars to insure maybe 14 million uninsured. Well why these Americans don't have health insurance, cost uninsurable conditions, no access, you name it is in there somewhere. I want to focus on the uninsurable conditions and tell you why I love working in Texas as an insurance agent. So let's start with a little story of a real event I am involved in.

The other day with looking at Facebook I ran across a high school friend. I noticed his posts were all for the single payer the government is trying to push down our throats. I noticed and moved on. Well being a frequent flyer of Facebook I answer a poll question regarding nationalized healthcare, voting against it, of course. Well my high school bud catch wind of this from my wall and questioned why I was against it. To make this story short I found out that within a year of graduating from Law School he was diagnosis and hospitalized for a rare form of arthritis. It was so bad it could not get interviews and has not been able to work since graduation. I offered to help him find insurance. If anyone knows me I will try hard and take the hard cases and not blow them off like other agents might. I got his condition, knowing it was going to be a possible decline with anyone but had to give it a shot. I worked with the two most liberal carriers that I thought might give him a shot due to their ease of underwriting. Crossed my fingers and hoped. Well of course they declined to write and I was off the last resort, the Texas Risk Pool. It is there for this very reason, and I have only placed 3 cases with them in my almost 10 year carrier as an agent. My high school friend would be my fourth.

The Texas Risk Pool is designed to take those who would not qualify on a regular plan and need a major medical plan to get reduction in their medical expenses. It hardly pays the agent and might be the reason most agents do not have it in their arsenal of carriers. In mine it's the last resort and a guaranteed acceptance. Texas did it right in putting this Pool together, available and the cost reflects the type of individual that would require such a plan. I think up to 30% higher than the best major medical on the market, but it's guaranteed.

So with Texas having this type of plan are there states that do not have such an option? Well I did not have time to find out, but the way the government is pushing nationalizing healthcare you would think so. If all states had this type of plan would it be necessary to nationalize healthcare? If there was subsidy to help pay for such a plan would we need to nationalize healthcare, ok there is subsidy it Medicaid. If an individual is making too much money to qualify for Medicaid, why not a helping hand to pay for the Risk Pool, just a thought? The Pool is wonderful for all those who did not qualify for health insurance under a named carrier. As an agent I suggest marketing a little more for the Risk Pool, especially as a last line of coverage for a truly uninsurable individual. Yes we agents do not make a lot, I think \$25 is about it, but I got in to selling insurance in order to help people. Something I have been doing for years, and I hope you did too.

By the way here is the link to the risk pool in case you want to add it under your health insurance carrier tab in favorites on your browser:

<http://www.txhealthpool.com/index.html>

Nathan Benge
1st Vice President





Congressman Rodriguez Town Hall Update

Congressman Ciro Rodriguez (D-San Antonio) held a town hall meeting on Friday night. While it appeared that the front of the meeting hall was reserved for his supporters the majority of the attendees appeared to be against the proposed national healthcare reform. The congressman himself said on several occasions that he was not in support of everything in the proposal and would not support any cuts to Medicare nor any legislation that used public funds for abortions.

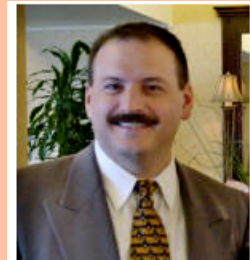
At times he seemed to be wishy washy as all politicians typically can be. He did make one statement that met with a great deal of boos from the audience. He stated that the only people with employer sponsored healthcare were state employees, federal employees and those who worked for large national companies. I honestly believe that the belief of many democrat's in Washington is that there are NO small group employers offering health insurance to their employees.

All things considered I do believe that Congressman Rodriguez is against the proposed plan at this time but I would think that with minor changes he would support it. At times I thought we had his vote and at other times I believed we didn't.

I will definitely be on the phone with his office first thing Monday morning to try and set up a meeting with him before he heads back to Washington.

I will keep you informed as things develop.

Rusty Rice
TAHU President



TYPEWRITER is the longest word that can be made using the letters only on one row of the keyboard.

ANNUAL GOLF TOURNAMENT



**Tournament
proceeds will
benefit**



Our mission is to assist young organ and tissue transplant recipients and their families in effectively coping with the emotional, financial and social challenges, which arise before, during and after transplantation.

Transplants for Children is a local 501(c)3 founded 22 years ago by Eric and Sharon Sutton. The agency works closely with the transplant centers at CHRISTUS Santa Rosa Children's Hospital and Methodist Children's Hospital.

For more information contact us at:
7550 IH 10 West, Suite 104
San Antonio, TX 78229
210-949-1212
bonnie@transplantsforchildren.org

View our web site at www.transplantsforchildren.org

ANNUAL GOLF TOURNAMENT**2009 16TH ANNUAL SAAHU GOLF TOURNAMENT****MONDAY OCT. 5, 2009 • DOMINION COUNTRY CLUB****1 DOMINION DRIVE, SAN ANTONIO, TX 78257**Schedule

8:30 AM Registration
 10:30 AM Shotgun Start
 4:00 PM Awards/Auction

Tournament Format

Florida Scramble
 Peoria Handicap Method

Individual Contests

Longest Drive
 Closest to Par 3 pins

Each Player Receives

Green and cart fees
 Lunch and Dinner
 Goodie Bag

Individual Tickets

#

_____ Player(s) @ \$125 each (by Sept 9)
 _____ Player(s) @ \$150 each (Sept 10 and after)
 _____ Lunch only @ \$15 each
 _____ Dinner only @ \$15 each
 _____ Lunch & Dinner only @ \$30 each

Must
 RSVP by
 Sept. 21

\$ _____ Total Due

Payment Method

☐ Mail check ☐ Pay at tournament
☐ Visa ☐ MC ☐ Discover ☐ AMEX

Name: _____

Billing Add: _____

C/S/Z: _____

Phone: _____ Amt: \$ _____

Card #: _____

Exp Date: _____ Val. Code: _____

Signature: _____

Date: _____

Tournament Sponsorships*Check the appropriate box*

<input type="checkbox"/> Premier Sponsor	\$5000	20 Players
<input type="checkbox"/> Platinum Sponsor	\$3000	12 Players
<input type="checkbox"/> Gold Sponsor	\$2000	8 Players
<input type="checkbox"/> Silver Sponsor	\$1000	4 Players
<input type="checkbox"/> Bronze Sponsor	\$500	2 Players

*All of the above sponsorships include
 individual player benefits plus recognition at the awards
 ceremony and sponsorship sign on a hole.*

Additional Sponsorships*Check the appropriate box*

<input type="checkbox"/> Lunch Sponsor	\$1500	4 Players
<input type="checkbox"/> Dinner Sponsor	\$2500	8 Players
<input type="checkbox"/> Bvlg. Cart Sponsor	\$500	2 Players

*All of the additional sponsorships include
 individual player benefits plus additional signage.*

\$ _____ Total Sponsorship Due

Fax or Email this form to Dennis Ellis at:

6200 Northwest Parkway,
 San Antonio, TX 78249
 Ofc 210-478-4966 • Fax 210-474-5315
 dennis_ellis@uhc.com

Register Players below*Please list additional players on another page and fax with this form*

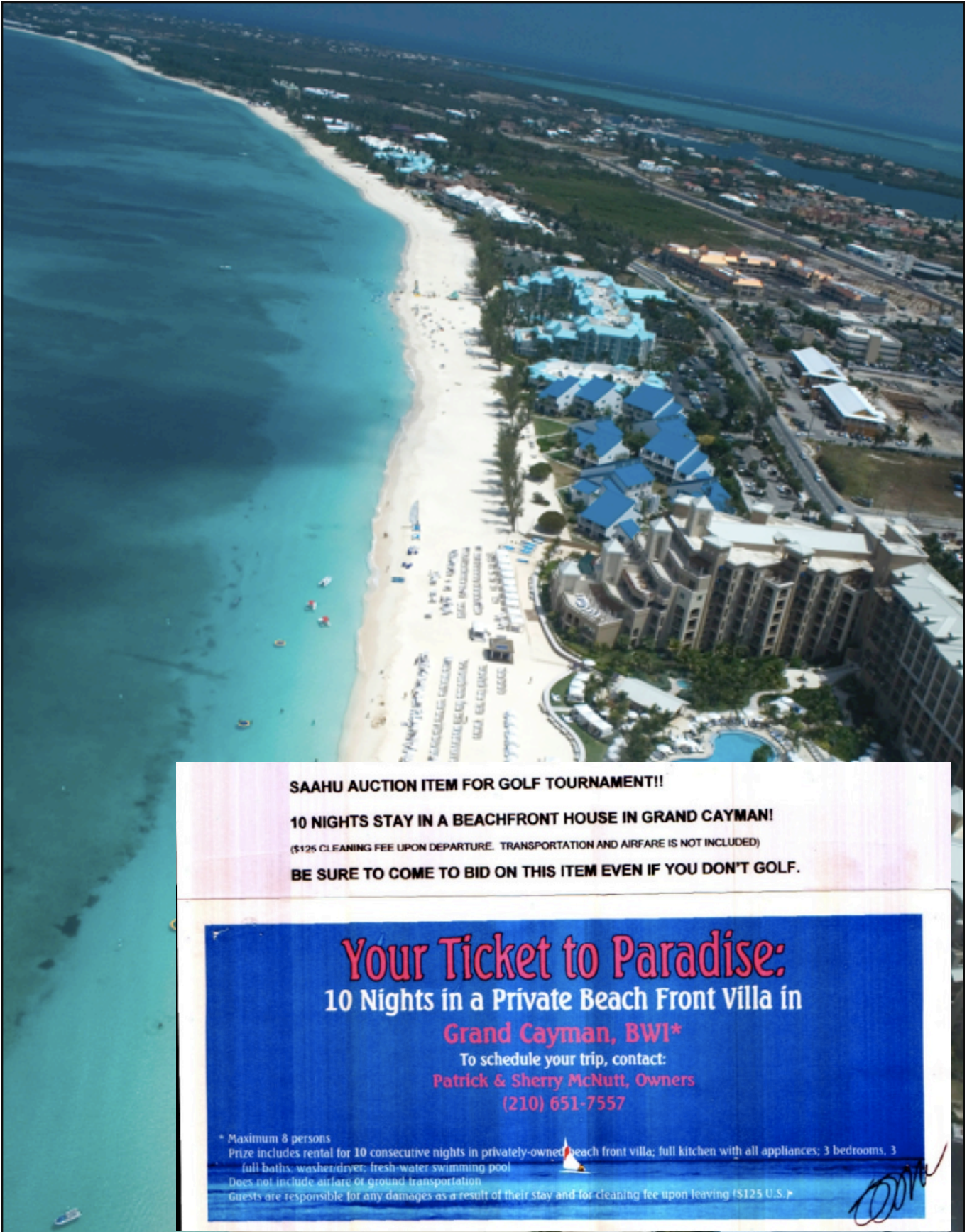
#1 Name: _____
 Company: _____
 Add: _____
 C/S/Z: _____
 Day Phone: _____

#2 Name: _____
 Company: _____
 Add: _____
 C/S/Z: _____
 Day Phone: _____

#3 Name: _____
 Company: _____
 Add: _____
 C/S/Z: _____
 Day Phone: _____

#4 Name: _____
 Company: _____
 Add: _____
 C/S/Z: _____
 Day Phone: _____

AUCTION ITEM @ GOLF TOURNAMENT



SAAHU AUCTION ITEM FOR GOLF TOURNAMENT!!

10 NIGHTS STAY IN A BEACHFRONT HOUSE IN GRAND CAYMAN!
(\$125 CLEANING FEE UPON DEPARTURE. TRANSPORTATION AND AIRFARE IS NOT INCLUDED)

BE SURE TO COME TO BID ON THIS ITEM EVEN IF YOU DON'T GOLF.

Your Ticket to Paradise:
10 Nights in a Private Beach Front Villa in
Grand Cayman, BWI*

To schedule your trip, contact:
Patrick & Sherry McNutt, Owners
(210) 651-7557

* Maximum 8 persons
Prize includes rental for 10 consecutive nights in privately-owned beach front villa; full kitchen with all appliances; 3 bedrooms, 3 full baths; washer/dryer; fresh-water swimming pool
Does not include airfare or ground transportation
Guests are responsible for any damages as a result of their stay and for cleaning fee upon leaving (\$125 U.S.)

SPONSORS PAGE

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



Little known facts: There are two words in the English language that have all five vowels in order: "abstemious" and "facetious."

Help save the industry that supports your lively-hood by showing your support through contribution to the TAHU and HUPAC Funds

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

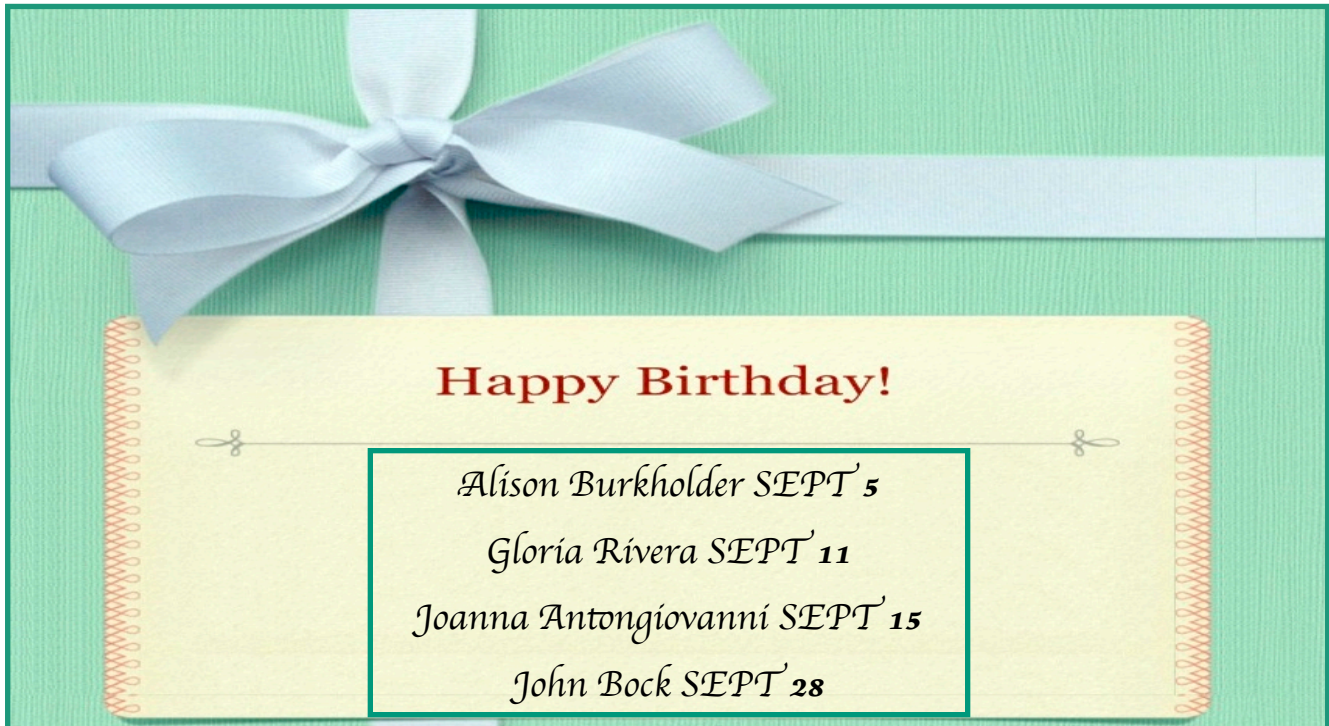
I authorize HUPAC to initiate charges to my personal bank account or credit card as show above.

Signed

Date

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

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



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



announcing the newest
addition to the Ellis family
Ryan
David
Ellis
born August 28, 2009
at 10:28 a.m.
8 pounds



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
- ★ Golf Tournament registration form
- ★ 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

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

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



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 Marsha Curry, Retention Chair.

Name & Nickname: Marsha Curry

Spouses Name: I am not married

Birthday (mo & day): April 10

Pets & Names: Molly and Jasper...dogs

Favorite Color: Pink

Favorite Food: Sushi and anything sweet

Children, Names & Ages: Tommy 39, Staci 36, Jenifer 33, Nick 22

Hobbies: Golf and hunting

Quite time activity: Reading

Favorite Quote and it's author: Be the change you wish to see in the world... Gandhi.

If you could have taken part in any single historical ceremony, what would it have been?: Drafting the Declaration of Independence.

Name the all time best song ever: That's a tough one....Love the Stones, Elton John..oldies.

Your Favorite Movie: The Christmas Story

What being a member of SAAHU Means to You: I am very new to SAAHU. What I see so far is a wonderful organization that really does a lot of good for the industry.
How many years in the Industry?: Six months

Favorite Charity: Susan Komen Race for the Cure (I am a breast cancer survivor).

The Smell you love the most: Candles

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

Favorite Article of clothing: My sweats.



San Antonio
Association of Health Underwriters

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

ON THE HORIZON:

10/13 SAAHU BOARD MEETING

10/21 LUNCHEON

10/31 TRICK OR TREAT