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By Proclamation of the Mayor of Houston...

November is Long Term Care Awareness Month!!!



(L to R: Kevin Cain, Bill Shaw, Kay Nettles, Honey Leveen and Kerry Herrington)

Approximately twenty people attended the Long-Term Care Awareness Month (LTCAM) luncheon held at Encore Caregivers, 7951 Katy Freeway, on October 25, 2011. HAHU wishes to thank Mike and Nora Aden of Encore Caregivers, for hosting and underwriting this event. Leaders from the caregiving and financial planning industries came together to unite their support for LTCAM and encourage the public to plan responsibly for long-term care.

Ten of us carpooled from Encore Caregivers to City Hall to accept Mayor Parker's proclamation of 2011 LTCAM. The proclamation was read by Councilmember Melissa Noriega, who helped us obtain it. Mayor Parker then proclaimed November as officially being Long-Term Care Awareness Month in Houston.

An added bonus was having several city council members publicly testify about the importance of LTC insurance and LTC planning. This was a very pleasant surprise.

Present and representing HAHU at the luncheon and at City Hall were Honey Leveen (HAHU's 2011 LTCAM Sub-Committee Chair), Kay Nettles, Bill Shaw, Kevin Cain and new member Kerry Herrington. Everyone who went to City Hall felt the trip was very meaningful and worthwhile.

HAHU's LTCAM committee is already thinking about how to expand LTCAM in 2012. Help your clients, and their employees, prepare for the future. Join us and be a part of this important and vibrant campaign!

From the President's Desk by Terrell Rogers



The HAHU Annual Symposium was a great success!!!

And we could not have done it without you!

Thank you to all of our Exhibitors, Sponsors, Valued Agents, Brokers, Insurance Professionals and all who took time out of your busy Open Enrollment season to share information and ideas with each other. We would like to extend our sincere gratitude to the Exhibitors and Sponsors, without whose underwriting this event would not be possible. Special Thanks to the Symposium Committee, which was comprised of, but not limited to: Dirk Blankenship, Craig Splawn, Crystal Hoffman, Tom Cottar, Don Jones and Jeff Bacot.

As we enter the Holiday Season, let's keep in mind those who are less fortunate. Thank you to those who contributed to our annual Houston Food Bank Drive at the Symposium—and to those who shared holiday wishes in "Letters from Home" campaign to bring a bit of homegrown thanks to US troops stationed abroad. This is the time of year to spend time with family, remember the value of friendship and set something aside for others.

The fourth quarter can be challenging in itself. Everyone has a hectic schedule trying to renew their block of business, move clients to a new carrier or win new clients with the most compelling proposal. Let's celebrate each victory and look to those lost opportunities as stepping stones for next year. This can be an exciting time for all of us. I encourage you to feel confident that we will continue in this wonderful industry of ours as we watch health care reform play out.

In closing, let's keep the leaders of our country and state in our prayers. Let's prepare to bring home our troops and give them the hero's welcome they deserve. Continue to stay positive and optimistic! Thank you for your membership and participation in the best organization in the world.

November Luncheon

Register at www.HAHU.org

Menu

Start your meal with
Garden Dinner Salad served with Willie G's House Vinaigrette
Then chose your entrée from the following

Option 1	Option 2
Cajun Seasoned Redfish	Grilled Chicken with Lemon Butter
<i>*Please let the chef know any dietary needs you may have in the Comments box when you register on the website.</i>	

Options 1 and 2 served with mashed potatoes and green beans.
For dessert - Vanilla Ice Cream drizzled with Chocolate Syrup.

CLASSIFIEDS

HAHU posts – at no charge to members – job opportunities for our members on the HAHU website, www.hahu.org. Under 'Resources,' click on "Classifieds." Ads are initially run for three weeks, but can be extended, so the ads should be current. We hope that all members needing employees will post their ads here, knowing that the applicants, as HAHU members, will be the cream of the crop. And members looking for a new position don't have to rely on word of mouth or Internet postings, local newspaper classifieds, etc. Check it out!

OFFICIAL NOTICE:

Neither the Houston Association of Health Underwriters (HAHU), nor its Officers, nor Board of Directors endorses any advertisement which appears in this bulletin; however, these parties appreciate the support of any advertiser. Any references in this publication which may be subject to legal interpretation (i.e., state or federal laws, state licensing requirements for agents, approved continuing education courses for maintaining an agent's license) are not to be construed as fact and are not endorsed as such by the HAHU, its Officers, or the Board of Directors. Each reader is responsible for verifying these references through the appropriate government agency licensing authority or other source.

The HAHU Board further encourages an open, healthy debate of industry issues through publication of the articles herein. This does not necessarily constitute an endorsement of positions stated.

ANNUAL ADVERTISING RATES

(in monthly issues)
Effective 02/18/08

Business Card	\$ 325.00
1/4 page	650.00
1/3 page	800.00
1/2 page	1,100.00
Full page	2,000.00
One-time insert	175.00

For more information:

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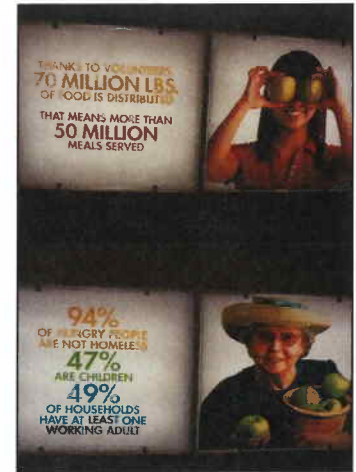
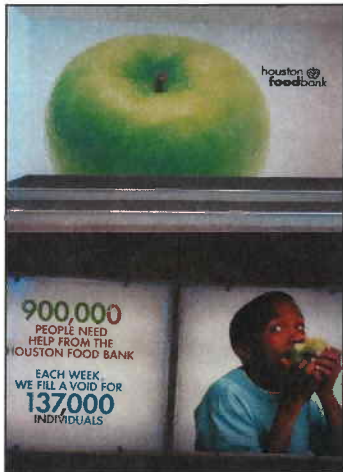


OCTOBER DRIVES:

Fighting Hunger One Houstonian at a Time

During the HAHU Symposium last month, HAHU held our annual Food and Funds Drive for the Houston Food Bank.

Due to your kindness, as of today our association donated several pounds of non-perishable food items and \$335.00 in financial contributions. The Houston Food Bank was very appreciative for HAHU's ongoing support. THANK YOU for your assistance in HAHU's fight against local hunger.



Holiday Cards From Home To The Troops

Last month, HAHU held our second annual drive to send Holiday Cards From Home to US troops currently deployed. The cards were to show our gratitude for the incredible work our brave servicemen and servicewomen do daily for our country. Due to Dental Select underwriting this drive and due to your kindness, 109 Holiday Cards From Home will be in the hands of soldiers by the holidays. I hope this event not only showed collective community support for our troops but also served as a reminder to each of us that we are very blessed to be Americans.

Should you have any questions, please feel free to contact me at (832) 492-4303 or veronicaw@dentalselect.com.

NOVEMBER DRIVES:

Holiday Toy Drive

Sharing with those in need has become a very special part of our association's holidays. Each year HAHU assists Houston Children's Charity by contributing toys and financial donations for less fortunate children within our community. Please bring unwrapped, new toys for children of all ages to our November luncheon. You may also make an online donation to the charity when you register for the luncheon. We are hoping for 100% member participation in the toy drive which will result in Houston's disadvantaged children smiling as they experience holiday joy!



Thank you in advance for your willingness to lend a helping hand during the holidays! Please feel free to reach me at (832) 492-4303 or veronicaw@dentalselect.com if you have any questions or if you would like to volunteer some of your holiday time at Houston Children's Charity.

Calendar of Events



NOVEMBER	When	What	Where
8 Tuesday	4:00 PM	HAHU Board Meeting	Nova 401(k) Associates*
16 Wednesday	Noon	HAHU Luncheon	Willie G's - Post Oak**
DECEMBER			
13 Tuesday	4:00 PM	HAHU Board Meeting	Nova 401(k) Associates*
21 Wednesday	Noon	HAHU Luncheon	Willie G's - Post Oak**
14 Wednesday	5—9PM	HAHU Annual Holiday Party!!!	Maggiano's***
JANUARY			
10 Tuesday	4:00 PM	HAHU Board Meeting	Nova 401(k) Associates*
18 Wednesday	Noon	HAHU Luncheon	Willie G's - Post Oak**


* **NEW LOCATION** — Nova 401(k) Associates, 10777 Northwest Freeway, Suite 440, Houston, TX 77092

****NEW LOCATION** — Willie G's - Post Oak, 1605 Post Oak Blvd., Houston, TX 77056

***Maggiano's—2019 Post Oak Blvd., Houston, TX 77056

[Register for any of these events at www.HAHU.org !](http://www.HAHU.org)

* All members are welcome to attend. Please check with Kathi Sandler regarding last minute changes to dates, times or location.



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Looking forward to November!

Here's what's on tap...

November Luncheon & CE Speaker



Honey Leveen

Based in Houston, TX, Honey Leveen has had her insurance license since 1988 and has specialized in Long-Term Care Insurance (LTCi) since 1990. She has earned many sales and achievement awards, been quoted in the media, sits on the Board of Advisors of the American Association for LTCi, is an expert panelist for the Corp for Long-Term Care Certification, and writes a monthly column for *Agents Sales Journal*. Honey has spoken widely to trade, civic and professional organizations. She is passionate about long-term care insurance, and conveys this when she speaks. She enjoys the opportunity to inspire and educate her colleagues and the public about the necessity for responsible long-term care planning.

November Luncheon CE

LONG TERM CARE 101 – BE AN LTCi CRUSADER

The course will teach what long-term care insurance is, and what the odds of needing care are. It will teach the advisor about the different ways to fund long-term care needs. It will teach where Medicare and health insurance end and where long-term care insurance begins. It will teach why people need LTCi, the fundamentals of LTCi structure, and the LTCi claims process. The course will be taught live, with PowerPoint assistance.

- TDI Course #14757
- TDI Provider #32408
- CE Hours - 1

Long-Term Care Awareness Month

NOVEMBER 2011

Houston Association of Health Underwriters



Long-Term Care Awareness Month (LTCAM) will be observed in November. HAHU is a proud sponsor of LTCAM. The purpose of LTCAM is to encourage the public to plan responsibly for long-term care.

November Luncheon Sponsor

David Grenell

with Manhattan Insurance Group

david.grenell@manhattanlife.com

713-821-6523

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