



# HAHU HERALD

a Monthly Publication of the Houston Association of Health Underwriters

October 2011

## INSIDE THIS ISSUE:

President's Desk	2
FREE LUNCH— Celebrate LTCAM	3
Ad Rates	3
Classifieds	3
Disclaimer	3
Public Service	4
Calendar	5
BenefitMall Ad	5
Symposium - Speaker s, Agenda, CE and Sponsors	6-9
September Lunch Highlights	10 - 11
New Members	12
Anniversaries	12
HRA Tidbits from TPA Systems, Inc.	13
Retirement Corner	14
LTC Awareness	15
Legislation Update	16
Communications Chair – Join our team!	17
Show Your Stuff	17
Symposium Ad	18
Corporate Partnership Form	19
HAHU Board	20
CE Credit Form	21
Membership Application	22

## FORGING OUR FUTURE

*Join us at HAHU's 30th Annual Symposium*

The Houston Association of Health Underwriters 30<sup>th</sup> Annual Symposium “Forging Our Future” is Thursday, October 20<sup>th</sup>, 2011 at the Sheraton Brookhollow.

Please join us for an exciting day of industry insight and education.

**The day starts with breakfast with the exhibitors** and ends with 2 hours of “CE” on “Ethics”. We have **Larry Taylor, State Representative** at 8:45 am bringing us the latest news from Austin. Our 1<sup>st</sup> CE course is at 10:00 am “A Review of the 82<sup>nd</sup> Legislature”, followed by **TAHU president, Joanna Antongiovanni**.

**Lunch with Keynote speaker, Laurel Call, J.D., NAHU's Senior V.P. and Counsel on Government Relations**, will give us insight to the Washington scene. After lunch we have a 1 hour “CE” on Long Term Care Insurance Current Events, followed by **Michael Rivera, NAHU's region 6 Vice President**, with recent updates on the Federal level.

**Flu shots will be available from 1:00 to 3:00 pm**, supporting the “Take one for Raymond” campaign. “Letters to the Troops”, as always, will be in full force throughout the day. Let's all let them know how much we appreciate what they do for us.

This awesome day ends with **2 hours of “CE” on “Ethics the NAHU Way”** beginning at 3:05 pm.

Please register today for HAHU's biggest day of the year at [www.hahu.org](http://www.hahu.org). as we are “Forging Our Future”.

## From the President's Desk by Terrell Rogers



This year we will celebrate our 30<sup>th</sup> Annual Symposium. This is an accomplishment within itself, to maintain a commitment to our members by holding an informative symposium. We will have guest speakers from local, state and national. Please refer to the Symposium Article in this newsletter by Dirk Blankenship for more information. I want to encourage you and your office to attend this annual event and show your support, while earning valuable CE credits and meeting with this year's vendors and sponsors.

Fall is a time for reflection. You should look at everything you accomplished so far this year. This time of reflection allows you to calibrate your path to ensure you finish the year strong. Start mapping out next year's agenda for yourself, if you have not completed one yet.

Your local Board is working hard on your behalf. Professional Development will dedicate a day of Continuing Education for you in January. Membership has an ongoing contest to encourage you to sign up your friends, fellow brokers or carrier representatives. We want to ask you to get involved if you are a long standing member and never participated on the Board. You have great ideas, and **we need you** on HAHU's Board to bring them to reality.

To those of you who are parents of young children, the season is changing and it's about to get cooler. So get your children active outside, before it gets too cold. Fall sports are well under way and many of you have active athletes in your homes. Participating in these community events are a great time to network with family members, friends and potential clients. Make sure you tell them the value agents bring to them and their loved ones. Insurance can be very confusing and complicated to understand. Every day we do our job, we eliminate that confusion.

In closing, let's keep the leaders of our country in our prayers. Let's pray for them rather than criticize. Continue to stay positive and optimistic!

**Thank you for your membership and participation in the best organization in the world.**

## 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.

**HAHU members and all concerned community are invited to a FREE lunch in honor of LTCAM** on Tuesday, October 25, 2011. It will be held at Encore Caregivers, 7951 Katy Freeway #K, 713-686-2233, [www.encorecaregivers.com](http://www.encorecaregivers.com). Space is limited, reservations are essential. (Can you place link to registration?)

**You are also invited to Houston City Council** to stand with us, at 1:30 PM on October 25, 2011, as we accept Mayor Parker's declaration of LTCAM in Houston. (Place registration mechanism here).

It will be a cinch to catch a lift and carpool with others if you come for lunch or meet us by 12:30 PM at Encore Caregivers. The round trip to and from City Hall to accept the proclamation should take under 2 hours.

## CLASSIFIEDS

HAHU posts – at no charge to members – job opportunities for our members on the HAHU website, [www.hahu.org](http://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

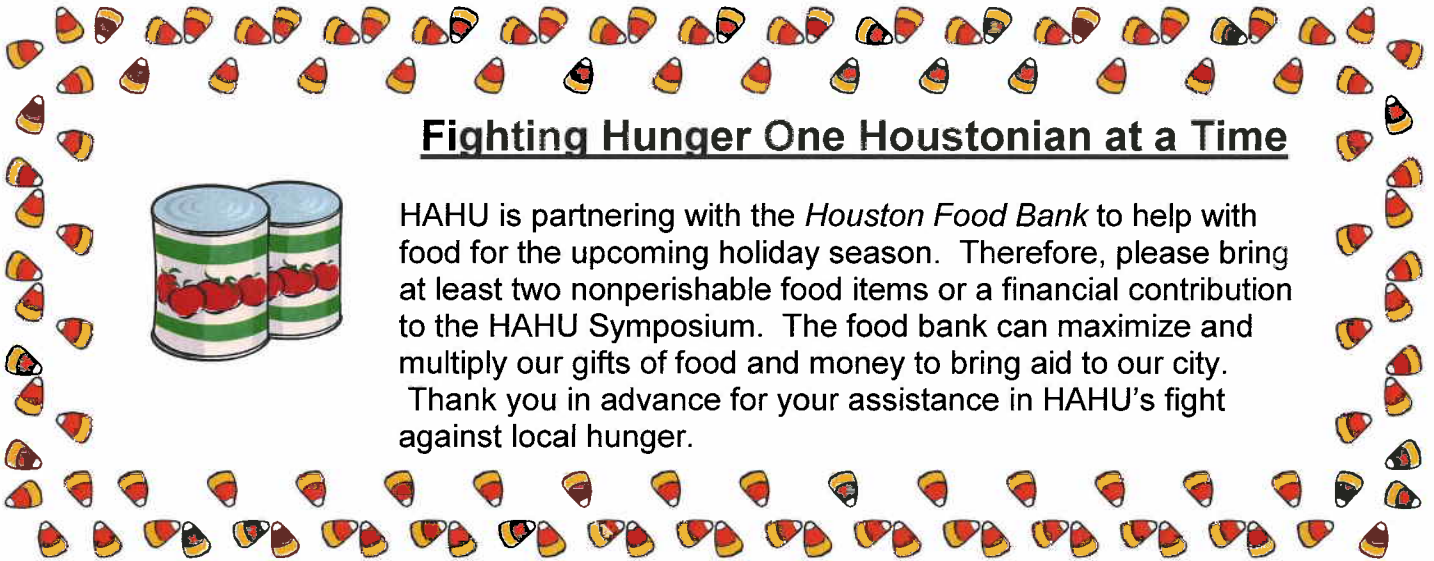
For more information:

Kathi Sandler, Executive Director  
[ksandler@hahu.org](mailto:ksandler@hahu.org) / 713.520.5720

## Public Service by Veronica Wingo



### Upcoming HAHU opportunities to be a blessing to others:



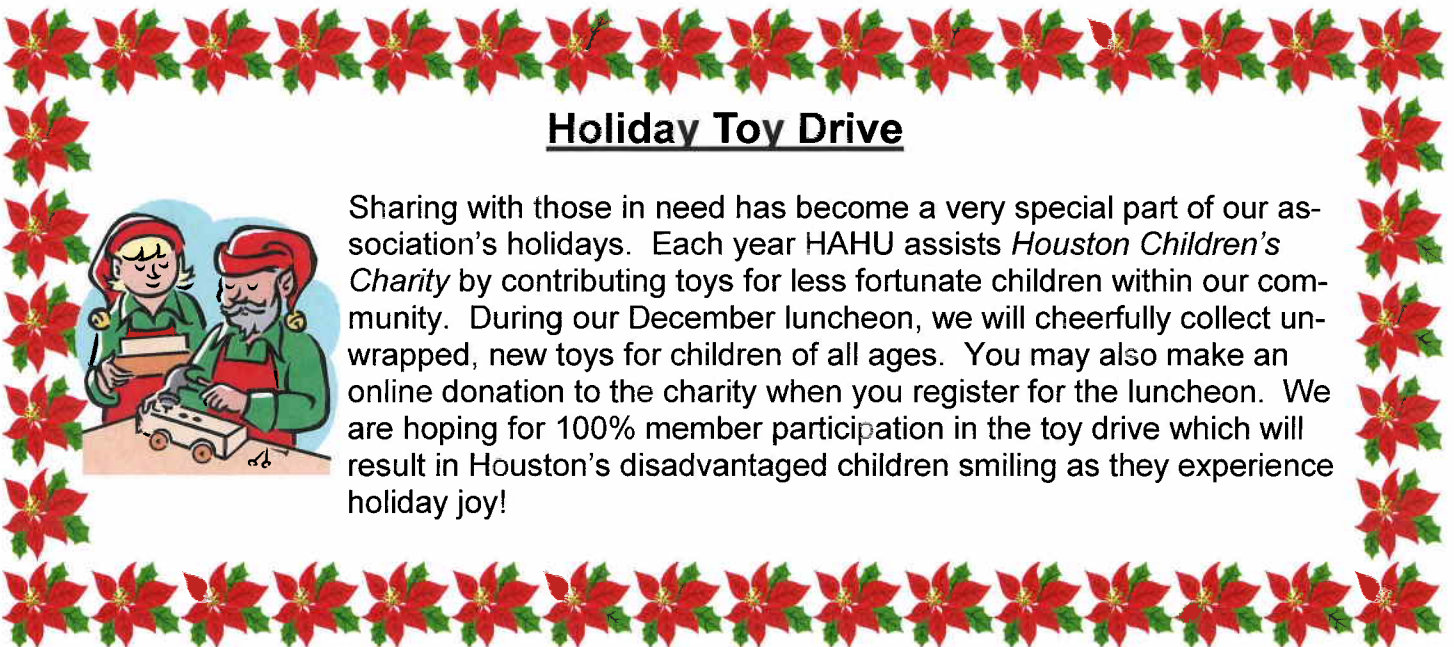
#### Fighting Hunger One Houstonian at a Time



HAHU is partnering with the *Houston Food Bank* to help with food for the upcoming holiday season. Therefore, please bring at least two nonperishable food items or a financial contribution to the HAHU Symposium. The food bank can maximize and multiply our gifts of food and money to bring aid to our city. Thank you in advance for your assistance in HAHU's fight against local hunger.

#### Letters From Home To The Troops

During the HAHU Symposium, we will hold a drive to send Letters From Home to US troops currently deployed. Holiday cards will be donated by Dental Select so you can show your gratitude for the incredible work our brave servicemen and servicewomen do daily for our country. Our Letters From Home will be in the hands of active soldiers by the holidays.



#### 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 for less fortunate children within our community. During our December luncheon, we will cheerfully collect unwrapped, new toys for children of all ages. 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!

# Calendar of Events



OCTOBER	When	What	Where
11 Tuesday	4:00 PM	Board Meeting	Nova 401(k) Associates*
20 Thursday	All Day	ANNUAL HAHU Symposium	Sheraton Brookhollow***
<b>NOVEMBER</b>			
8 Tuesday	4:00 PM	HAHU Board Meeting	Nova 401(k) Associates*
16 Wednesday	Noon	HAHU Luncheon	Willie G's - Post Oak**
<b>DECEMBER</b>			
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****

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

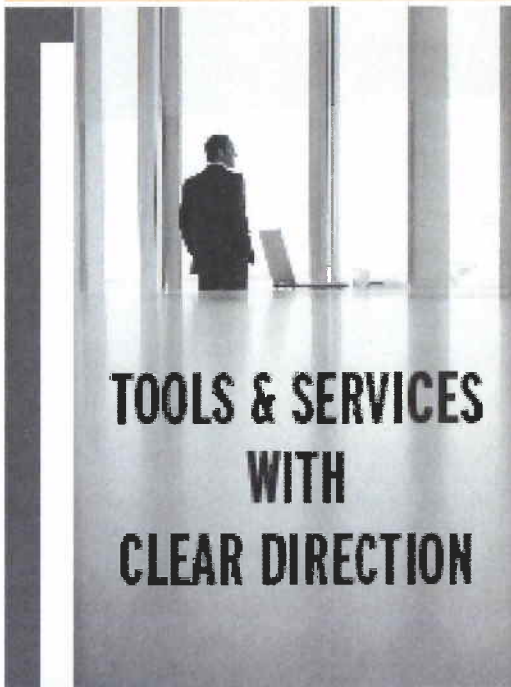
\*\***NEW LOCATION** — Willie G's - Post Oak, 1605 Post Oak Blvd., Houston, TX 77056

\*\*\*Sheraton Brookhollow, 3000 North Loop West, Houston, TX 77092

\*\*\*\*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.



**TOOLS & SERVICES  
WITH  
CLEAR DIRECTION**

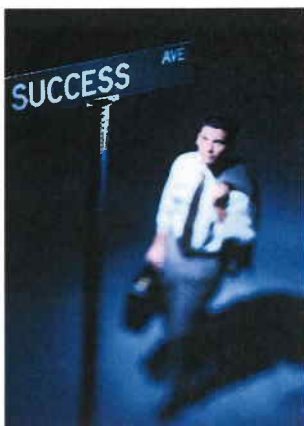
Today, getting ahead - and staying there - means having the right tools and services. Tools backed by a company with its finger on the pulse of reform, and services driven by a thought-leader. BenefitMall gives you the right tools and know-how to help you succeed in this changing marketplace.

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**HOUSTON  
(800) 756-7889**



## HAHU's 30th Annual Symposium

# “Forging Our Future”

### *Speaker Highlights*

#### KEYNOTE SPEAKER

#### Laurel Call, J. D.

Laurel Call received her Bachelor's Degree from Ohio University and her law degree from the University of Cincinnati College of Law. She began her career in the insurance law field as an Assistant Director of the Ohio Department of Insurance. After three years in state government, she became a consultant and lobbyist to insurers and managed care companies. From there, Laurel became “Of Counsel” and then Partner at two different law firms in Columbus, Ohio, practicing primarily in the insurance and administrative law areas. She later opened her own law office representing insurers and managed care companies both in legal and legislative matters. In 2002, Laurel became Vice President and Senior Counsel at a national carrier, moving to the Washington office in 2005 to assume the position of Vice President, Federal Government Affairs. In March of 2011, Laurel joined the National Assn of Health Underwriters as Senior Vice President and Counsel, Government Affairs. She is involved in federal and state legislation, as well as internal legal matters.

#### Rep. Larry Taylor, District 24

Representative Taylor serves on the 2009-2010, 81st Legislature's House Committee on Insurance as well as the House Committee on Ways and Means. During the recent 2007-2008 Interim, Rep. Taylor was appointed to the Property & Casualty Insurance Legislative Oversight Committee, the House Select Committee on Hurricane Ike Devastation and to the Select Committee on Property Tax Relief and Appraisal Reform. In addition, he was unanimously elected by his colleagues to serve as Chairman of the House Republican Caucus for a two year term.

Rep. Taylor's recent acknowledgements include the Friend of the Taxpayer award given by the Americans for Prosperity Organization and the Conservative Leader Award given to the top 16 conservative leaders by the Heritage Alliance. In addition, he was recognized as a Champion for Free Enterprise by the Texas Association of Business for the third legislative term in a row.



#### Joanna Antongiovanni, TAHU President

Joanna Antongiovanni is an Employee Benefits Producer at Wortham Insurance & Risk Management in San Antonio, TX. After over 15 years of working for insurance carriers (Principal Financial Group, Humana & PacifiCare) and General Agencies (BenefitPort SW and BenefitMall), Joanna joined the Wortham team in 2009.

In July of this year Joanna took office as the President of the Texas Association of Health Underwriters. Her goal is for the Association to provide education and constantly adapting tools and services to aid in the future successes of the 1800+ members of the Association.

