



# HAHU HERALD

a Monthly Publication of the Houston Association of Health Underwriters

September 2011

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## Want Ad

### Nice, Legislatively Active Association Looking for a Good Home for Lunch Meetings.

There have been many comments about our lunch meetings lately—and we're listening!

Many of you had expressed how our prior location, Braeburn Country Club, was not very central for the entire membership. When our contract with them expired we took the opportunity to look for a new, more central location with better food (and still try to stay in our budget). That's hard to do when the "more central" locations in Houston are the Galleria area and/or downtown. But we found one!

The last three months we have been at Sullivan's in the Galleria area. I think it was pretty much unanimous that the food was *much* better. Many of you commented on how much better this more central location was. But we ran into some new problems... the size and layout of the room.

We have been elbow-to-elbow the last three meetings. But since we only signed a temporary contract—we're on the move again!

For the September Luncheon we will be at:

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

So mark your calendars and... let us know what you think!

# From the President's Desk

by Terrell Rogers



## HUPAC – Health Underwriters Political Action Committee

Earlier this year I attended the NAHU Capitol Conference in Washington, D.C. I had the opportunity of meeting some great agents from all over the country. At the NAHU Convention in June I met with many of those same people again. Just last month, our Region VI meeting was combined with Region V. Once more I was able to exchange ideas with some of these same national counterparts.

Throughout all of these events there was one consistent message – HUPAC contributions matter! What I gained from those meetings and individual encounters was a greater understanding of the power and importance of our Health Underwriters Political Action Committee. HUPAC is the political action committee of the National Association of Health Underwriters (NAHU). It is the expression of our First Amendment rights to free speech and association guaranteed under the Constitution. Such political expression has become far more than a useful option for professionals in a heavily regulated business like the health insurance industry. It has become a necessity.

HUPAC is registered with the Federal Election Commission. Since NAHU and similar organizations are prohibited from making political contributions, HUPAC was created to allow contributors to combine their financial support to a candidate to achieve maximum effect. This, plus additional information, is explained on the NAHU website.

HUPAC's Mission Statement simply says:

"The purpose of the National Association of Health Underwriter's (NAHU) Political Action Committee (HUPAC) is to raise funds from NAHU members for the purpose of supporting the political campaigns of candidates who believe in private sector solutions for the health and financial security of all Americans."

Our contributions will allow us to support the right candidates on both sides of the aisle to ensure we continue to have a career in our illustrious industry. To put it bluntly - your contributions count! I did not realize how important our contributions were until this year. However, if you take a look at some of the previous Health Insurance Underwriter (HIU) magazines, you will notice that some members in our local chapter have been contributors for quite some time.

You, too, can help make a difference for our future.

Please make a contribution to HUPAC today!

# September Luncheon

Register at [www.HAHU.org](http://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	Option 3
Cajun Seasoned Redfish	Grilled Chicken with Lemon Butter	Chef's Choice Salad - a salad fit for a meal!

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](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



**We have some very special opportunities to be of service in our community coming up in the next few months!**



*The Thanksgiving Food and Funds Drive  
In association with the Houston Food Bank*

## Holiday Toy Drive



*Helping Houston Children's Charity by contributing toys for less fortunate children within our community*

## Letters from Home to the Troops

**Letters will be distributed at our October Symposium**



**We are excited to announce**

**a NAHU summer membership campaign!**

**Share with your colleagues all the great reasons for joining NAHU.**

- We will be rewarding members who recruit just one member from July through September.
- Weekly drawings for fantastic gift cards ranging from \$25 to \$100 in value from national retailers.
- Grand prize drawing for an Apple iPad and cover!

**You must sign up to participate in the campaign.**

**To sign up, please click [here](#).**

# Calendar of Events



SEPTEMBER	When	What	Where
13 Tuesday	4:00 PM	Board Meeting	Nova 401(k) Associates*
21 Wednesday	Noon	HAHU Luncheon	Willie G's - Post Oak**
<b>OCTOBER</b>			
11 Tuesday	4:00 PM	HAHU 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	TBD
TBD	All Day	ANNUAL HAHU EDUCATION DAY****	TBD

\* **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

\*\*\* MORE EDUCATION DAY INFO TO FOLLOW—STAY TUNED!!!

[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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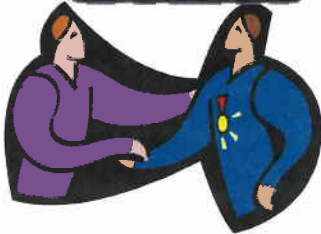
**Congratulations to one of this Year's Winners of the**  
*Ken Martin Scholarship*  
**Staci Lynn Merritt**



Staci Lynn Merritt – daughter of Stacey and Kellie Merritt – was selected as one of three recipients of the Ken Martin Scholarship for 2011. Staci Lynn has appeared in many school and community productions as a dancer, singer and/or actor and is attending Nebraska Wesleyan University in Lincoln, Nebraska, majoring in dramatic arts. Three recipients were chosen this year because the submissions were exceptional. The other two scholarships were awarded too Lindsay Maxon of Arlington (UT Austin) and Jackson Bentele of Houston (USC). Each received \$1000 toward this year's tuition

Our own Ken Martin, HAHU past president, died in 2001 and was honored to have a scholarship established in his honor. Ken was the emcee for many HAHU, TAHU and NAHU events and served several years on the local and state boards and as Da Editor for the TAHU News. He also wrote monthly columns in the HAHU Herald for several years and was published in both the Houston Post and the Houston Business Journal. Because he was such a strong voice for our profession, and because he was so well loved throughout TAHU, David Prewitt and Bob Lay, of the Fort Worth AHU, worked very hard to establish the TAHU Honoree's Committee so that tax deductible contributions could be collected. Because Ken was considered to be an excellent communicator, it was decided that the scholarship would be given to students who had shown proficiency in some sort of communication. Ken had in his life been a radio DJ, a radio newscaster and reporter (in Houston, with KXYZ and KTRH), an auto racing reporter and host of his own new car review show on KTRH (all this under the alias of Ken Sebring). He loved to write and he loved to talk, and when he joined the insurance profession, he put these skills to work for his beloved association. The goal of the scholarship is to help young people put their love for communication to work in their chosen profession, no matter what their choice.

**CONGRATULATIONS!**



Students in their senior year of high school or already in college (including past recipients) can apply for this scholarship as long as they are attending an accredited institution of higher learning. If you know of a young person who meets the criteria and who can show experience in some form of communication, we ask that you encourage them to apply. Grades are not the deciding factor for this scholarship, but a real love of and dedication to communication is. All requirements are listed on the TAHU website under Public Service, TAHU Honorees Committee, Ken Martin Scholarship.

Staci Lynn and proud Mom, Kellie, peering out of Staci Lynn's dorm room window at Nebraska Wesleyan University.





# COMING SOON...

**To an Association Near You!!!**

## **The 2011 HAHU ANNUAL SYMPOSIUM**

**It's that time of year again!**

**Be sure to mark your calendars for HAHU's 30<sup>th</sup> Annual Symposium**

**"Forging Our Future"**

**Thursday October 20<sup>th</sup> at the Sheraton Brookhollow.**

This all day, action packed event, kicks off with Larry Taylor, state representative and member of several committees including the state insurance committee. He is also a HAHU member! His insights and "insider" knowledge, plus being a member of our august group, will help members better understand what is on the insurance horizon regarding our state.

Our keynote speaker will be Laurel Call, Senior Vice President and Counsel for NAHU's Government Relations. Prior to joining NAHU, Ms. Call most recently served as Vice President of Federal Policy and Government Affairs at Assurant, Inc. (parent company to Assurant Health). Ms. Call began her insurance law career as Assistant Commissioner in the Ohio Department of Insurance, where she served as the governor's appointee to the Commission to Control Health Care Costs and formed and supervised the Managed Care Division.

We will also have a special address from our own TAHU president, Joanna Antongiovanni. Ms. Antongiovanni will share with us the initiatives and direction being spearheaded at the state level.

Add to that 4 hours of CE, **including** 2 hours of "Ethics" at lunchtime. Flu shots will also be available, where you can support "Take One for Raymond", a special initiative started by a Houston mother who is on a mission to make sure people get a flu shot after her son died from the H1N1 virus. We will also be participating in a holiday drive that got rave reviews last year. Dental Select is sponsoring our "Letters to the Troops", to send a message of hope and encouragement from home to our brave men and women in uniform who won't be with their families over the holidays.

Last year we had over 200 attendee's and 30 exhibitors displaying their wares. So don't miss the biggest day of the year by going to our HAHU website and registering TODAY!

