



HAHU ERALD

a Monthly Publication of the Houston Association of Health Underwriters

Summer 2011

INSIDE THIS ISSUE:

Ad Rates	3
August Lunch Info	17
August Lunch Menu	3
BenefitMall Ad Calendar	7
CE Credit Form	23
Classifieds	3
Corporate Partnership Program	13
Disclaimer	3
HAHU Board IT Tip Sheet	22
June Awards Banquet	4-6
July Luncheon Info	8
Legislation	18-19
Membership Application	24
Membership Contest	11
New Members	10
NAHU Convention	14-16
President's Desk	2
Public Service	9
Retirement Corner	12
Show Your Stuff	16
Symposium	21

Summer Edition

A lot has been happening in your association this summer. We honored several of our members for outstanding service during our **June Awards Luncheon**. In July, your contributions helped make a generous donation to **Houston Children's Charities**. Your money and supplies stay local and help our area's most needy families send their children to school properly equipped to start the new year.

Several of our Board and other members attended the **TAHU Convention** as well as the **NAHU Convention**. We have provided an in-depth look at the variety and extent of the information provided at the National Conference. Members of your Executive Committee attended the **Region VI Conference** in New Orleans at the end of July to hone their skills to better serve you.

The June and **July Luncheons** were held at our new location—Sullivan's Steakhouse. We will be there, again, in August. We look forward to seeing you there (a sneak peek of what we have in store is on our website www.hahu.org and on page 17).

So much has happened, but even more is in store. But none of it happens without you! Thanks for your membership. Grab a cold libation and take a look at your association at work.

From the President's Desk by Terrell Rogers



June was a busy month for our association. I returned from the NAHU Convention which was three days filled with Continuing Education, Town Hall Meetings and voting as a delegate. A posse of Texans made great business contacts with other agents and insurance professionals across the nation. The Riverwalk was booming with great restaurants and watering holes.

Allow me to share highlights from my Presidential Acceptance Speech with you:

This next year is one of the most important years to insurance professionals. We are dealing with the following:

- The Implementation of the Patient Protection and Affordable Care Act (PPACA)
- Containing Healthcare Costs
- State Based Exchanges
- Market Reforms
- Long Term Care
- Preserving Medicare Choices
- Medical Loss Ratio (MLR)

Our Association boasts the largest membership in the universe. Greater responsibilities are placed on those that have more. Therefore, our Association will take on the tasks given to us. Under my Leadership - our Board will do the following next year:

Increase our membership to 550 members

- Educate the membership through Continuing Education
- Keep legislation (both Federal & State) in front of our members
- Provide the best Golf Tournament, Annual Symposium and Education Day
- Meet with Congress on Capitol Hill
- Challenge and persuade Senators in Austin to make the right decisions
- Provide excellent value and service to our clients, customers and their families

2014 will earmark the year that changes go into effect. It's already a turbulent ride for those in Congress. Many supporters who were for the overhaul are having second thoughts. The changes are great, but the savings are not there. This is an opportunity for those of us in this room.

You were probably thinking I forgot to give you the theme for this year!? Well here it is.... **The Tenacity of the Insurance Professional – It will not tarnish!!!**

"If you look up the word tarnish in Webster's dictionary – it has the following definitions"

to dull the luster of

to disgrace

Synonyms for tarnish are blemish, blot, damage, darken, defile, disgrace, dull, embarrass, harm, hurt, impair, injure, lose luster, lose shine, mar, muddy, pale, pollute, rust, slander, smear, smudge, spoil, spot and stain.

Many of you under the sound of my voice feel as if our industry has gone through all of these adjectives due to Healthcare Reform. I want to breathe a second breathe of fresh air and give you the definition of tenacity.

"Tenacity – diligence and stubbornness"

Synonyms for tenacity – and these words define every single one of you in here. Application, backbone, courage, determination, firmness, grit, guts, gutsiness, nerve, perseverance, persistence, resolution, resolve, spunk, steadfastness, what it takes and willfulness.

The Tenacity of the Insurance Professional!!!

August Luncheon

Register at www.HAHU.org

Menu

Appetizer #1		Appetizer #2	
Baby Mixed Greens with Balsamic Vinaigrette		Asparagus Bisque with Lump Crab Meat and Chive Oil	
Entrée #1	Entrée #2	Entrée #3	
BEEF	FISH	CHICKEN	
6 oz. Filet Mignon	8 oz. Broiled Salmon Steak with Beurre Blanc	8 oz. Roasted Chicken Breast	
Sides: Horseradish Mashed Potatoes and Fresh Sautéed Vegetables			
Dessert: Warm Bananas Foster Bread Pudding			

CLASSIFIEDS

HAHU posts – at no charge to members – job opportunities for our members on the HAHU web-site, 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 / 713.520.5720

The HAHU Annual Awards Banquet

Two wonderful things happened on Wednesday, June 22, 2011 – Houston got some much needed rain and HAHU held its Annual Awards Banquet. If you missed this, you missed one of the stellar events of the year – starting with our new venue! Sullivan’s Steakhouse was the backdrop for this year’s banquet. And it will be the new location for our monthly luncheons going forward. From the rave reviews we heard at the event, this is a welcome change.

Mike McLaughlin, past HAHU President and Kowalski Award recipient (and other accolades too numerous to mention), was the afternoon’s MC. **Father Bruce Noble** graciously opened our gathering, after which **Ben Keel** led us in the Pledge of Allegiance. Mike then read the names of the past HAHU Presidents, many of whom were in attendance. The current HAHU Board members were then recognized.

The excitement began to build as Mark Roden, last year’s Health Underwriter of the Year Award recipient, began to read the biography of this year’s award winner. **Nelva Touns Maxey** was more than a little surprised, and quite overwhelmed, at having received this year’s honor. Her continued dedication to all of HAHU’s special events, whether holding that Chair position or not, was key to the success of the numerous HAHU happenings over the years.

Then Susan Burdette took the podium to announce this year’s Kowalski Award of Excellence recipient. As last year’s winner, she recounted the honor and history associated with this prestigious award. After describing this individual’s numerous accomplishments, inside and out of our association, she introduced a very unsuspecting **Mark Kennedy**. Mark was further surprised and delighted to see his family come forward after the announcement and join him in the celebration.

As the luncheon progressed, Mike took the opportunity to recognize several groups of hard-working association members, including: Membership Tenure Award recipients, Leading Producers Round Table (LPRT) Qualifiers, Trustee Emeritus recognition and volunteers for the Golf Tournament, the Holiday Bash, the Annual Symposium and the CHIP Outreach program.

Mike continued with the announcement of the Golf Tournament trophy winners, which was followed by a very special presentation. The \$2000 charitable contribution from the 2011 Golf Tournament was presented to Harold McDonald and Florence Murphy of the **Dennis H. Holder Scholarship Fund**. The monies contributed will go toward the education of children of fallen Houston Firefighters.

Mike completed the awards/presentations portion of the program with the recognition of this year’s top sponsor, **AFLAC**.

Moving from the present to the future, **Joanna Antongiovanni**, newly elected TAHU President, swore in the 2011 – 2012 HAHU Board of Directors and Chairpersons. The outgoing President, **Don Jones**, said a few parting words and passed the gavel to the incoming President, **Terrell Rogers**.

Terrell’s message for this new Board Year is, “The Tenacity of the Insurance Professional - It will not Tarnish”. While thanking the many hard-working association members in the position before him and his family in attendance (lovely wife, Denise, and sister, Retired Staff Sergeant Tyheria Rogers), he looked forward to a year filled with numerous challenges, some of which had not even been contemplated when he first started on the Board. But with each challenge comes a new opportunity to show the strength, courage and service this association is known for.

Ending the festivities was the Legislative Travel Fund drawing. While half the proceeds of Travel Fund tickets purchased go directly to the fund, the other half are at the whim of Lady Luck (in the form of a deck of cards). And this year she smiled on **Susan Burdette**, drawing the Ace of Spades with her second draw. Often the drawing can go down to the last card, but this year, Susan was the first person randomly chosen to try. Her receipt of this largesse equaled \$732.00! However, everyone was a winner that day. Come join the winners next month at our luncheon and become one yourself!

Melanie L. Rogers
President Elect



Mark Kennedy, this year's Kowalski Award recipient, and (very proud) family



Nelva Toups Maxey receiving the Health Underwriter of the Year Award from Mark Roden



Mike McLaughlin and Travis Middleton with well-deserved recognitions.



Jeff Bacot presenting the 2011 Golf Tournament Charity check.



And the winner is.... Susan Burdette!!!



Inducting the new HAHU Board



A Parade of Presidents (from L to R): Don Jones—Past HAHU President, Joann Antongiovanni—TAHU President, and Terrell Rogers—HAHU President



Incoming HAHU President, Terrell Rogers, with proud family members: sister Tyheria and wife Denise.

A SPECIAL THANKS TO OUR JUNE AWARDS LUNCHEON SPONSORS!!!



Silver Level:
Don Jones for Aetna
Terrell Rogers for UHC
Mary Gilbreath for AFLAC
Community Health Choice
Craig Splawn



Bronze Level:
Hoffman Insurance Group
Lone Star Health Plans
Benefit Concepts
Jeff Bacot
Kathi Sandler
Melanie Rogers

Calendar of Events



	<u>When</u>	<u>What</u>	<u>Where</u>
AUGUST			
9 Tuesday	4:00 PM	Board Meeting	Nova 401(k) Associates*
17 Wednesday	Noon	HAHU Luncheon	Sullivan's**
SEPTEMBER			
13 Tuesday	4:00 PM	HAHU Board Meeting	Nova 401(k) Associates*
21 Wednesday	Noon	HAHU Luncheon	Sullivan's**
OCTOBER			
11 Tuesday	4:00 PM	HAHU Board Meeting	Nova 401(k) Associates*
20 Thursday	All Day	ANNUAL HAHU Symposium	Sheraton Brookhollow***

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

**Sullivan's, 4608 Westheimer, 77027

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

[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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