

Coastal News

COASTAL ASSOCIATION OF HEALTH UNDERWRITERS

President's Message

Mark Waugh



Greetings Coastal Members! I trust everyone had a pleasant Thanksgiving holiday. I hope you enjoyed family and friends as you thought about the things for which you are thankful this holiday season.

We had an enlightening meeting in November with Fred Joyner, current president of NCAIFA, and former president of NCAHU, speaking to us on legislative issues regarding healthcare as well as annuities and life insurance. Congress needs money and they are trying to create new tax revenue from products in our industry. This is where your PAC dollars can work to protect us, and protect our tax-advantaged products. PLEASE give generously to our NCPAC and HUPAC. I thank you for your support.

A big "Thank you" goes to Shenandoah Life Insurance Company for sponsoring our meeting.

The North Carolina Health Insurance Risk Pool is taking applications. NC licensed agents can distribute applications for a 1/1/09 effective date. You can visit the website www.nchirp.org, which takes you to the NEW site, www.inclusivehealth.org, as the program name has changed to Inclusive Health. Core Source will be the TPA and MedCost is the PPO network being used. There will be a \$100 "Registration Fee" for applicants which I understand will be the agent's commission. Please go to the website and to download applications and information. This is a great way to help people who may have been denied coverage for certain conditions or are in a high rating tier.

I'm looking forward to our gathering on Friday. We always enjoy the great food—Chris Benedict's fried turkeys, the steamed oysters, and the side dishes provided by our members, as well as the bidding battles over silent auction items! And, as always, we'll

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**Annual Holiday
Gathering
and Silent Auction
Friday
December 5
5:30 Until
Stokley Residence
686-9079**

Public Service

Evan Sherblin

We are continuing to collect items for our Annual Holiday Silent Auction to benefit Tileston Health Clinic. I have IRS donation letters available for you. Any member who can not attend this Friday's fundraiser may give auction items to Dennis Stokley or me. The money raised purchases bottled water for Tileston patients visiting the clinic. Thank you for your support.

We have also donated \$100 to NC Prevention Partners to help their efforts in encouraging healthy food choices and tobacco cessation at participating businesses.

As you travel during the holidays, remember to collect hotel soaps and shampoos for the Domestic Violence Shelter kits!

Membership

Joyce Britt

Building our membership is most important in our changing industry. Please reach out to nonmembers and encourage their participation in our association. The information provided by our national website and our Health Underwriters magazine is so valuable for agents. If every member recruited one new member, we would double in size!! Thank you for helping to build our association.

Education *Barbara Fleming*

November 20th was a joint meeting with NAIFA followed by a free 3 credit hour Ethics course.

CE credits are posted at www.Prometric.com. Prometric can also be reached at 866-241-3121.

Our NCAHU Symposium in Winston-Salem April 20-21, 2009 will also provide up to 12 hours of CE, including 2 CEs of Ethics.

PLEASE CONSIDER THE FOLLOWING: Our chapter can offer RHU (Registered Health Underwriter) and /or REBC (Registered Employee Benefits Consultant) courses. Are you a qualified instructor or would you be interested in participating in this program? If so, please call Barbara at 910-367-3293. NAIFA is also trying to form LUTC (Life Underwriting Training Council) classes. Often your employer will pay for these classes offered through the American College.

Another idea is to create a "Study Group" consisting of members interested in sharing ideas and knowledge to help members to enrich their potential. We could meet either early morning (7:30 or 8 am) or during lunch time (12:00 or 1 pm) in a convenient location at least once a month.

Please brainstorm as to the kinds of CE and programs that would be beneficial to our members and let me know your ideas.

Under Forty Council *Amanda Boelte*

We are working on a social event for after the holidays. We would also like to have a phone drive to contact "under forty" agents in the area to encourage them to join our organization. Please find those younger agents and bring them to a meeting so they too can learn the benefits of membership.

Did you know your Board members meet monthly to plan our meetings, and obtain speakers and sponsors? If you are interested in serving next year, contact Mike Smith or Mark Waugh.

Board members (L to R) Mark Waugh, Nick Ogden, Mike Smith, Barbara Fleming, Dennis Stokley, Sherri Miller, Amanda Smith, Joyce Britt, Evan Sherbine and Amanda Boelte are applauded after being installed by immediate past-president, Connette Bradley (not pictured). Carrie Stephenson is also not pictured.



Your 2008-2009 Officers and Board of Directors

President: Mark Waugh
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Secretary: Carrie Stephenson
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Vice-President: Mike Smith
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Treasurer: Nick Ogden
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Immediate Past President: Connette Bradley
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Retention: Mike Smith
Media Relations: Sherri Miller and Amanda Smith
Under Forty Council: Amanda Boelte

