

Coastal News

Coastal Association of Health Underwriters

March 2008

PRESIDENT'S REPORT - Connette Bradley

We need only 3 more members to hit **100!!** It's so easy to sign up from Coastal's website or www.nahu.org. There must be someone you know who sells health related insurance products you can encourage to join, or bring to our meeting Thursday, March 27 as a guest. Also, if you know someone important in the community who would be a leader in helping the public understand that national health care is not accessible healthcare, nor is it free, bring them to our meeting to hear "**Myths of a Single-Payer System**" and "**Healthy Access,**" our association's answer.

Our February meeting with NC Prevention Partners was well received, and the information will be valuable as we assist clients in establishing wellness programs, or at least healthy choices, in their workplace.

AWARDS - Dennis Stokley

It's time again to complete your Leading Producers Round Table (LPRT) paperwork and get recognized for your sales efforts during the past year. NAHU honors all the top producers with discounts to NAHU events and special webinars as well as a fabulous dinner cruise during the NAHU convention. So add up your health, LTC, disability, Medicare supplement sales that you sold last year and add to that your renewal policies and if your points exceed 500 then you are in. A lower threshold is available if you have been in the business for less than 3 years. Get these forms from the website, <http://www.nahu.org/members/awards-lprt.cfm>, or the HIU magazine, and get them to NAHU before the deadline of **March 31, 2008**. By qualifying for LPRT you will get a certificate suitable for framing, recognition in our local newspaper, and the chapter is awarded 10 points per LPRT qualifier for the Pacesetter award.

And new this year is "**The Emerging Leaders Award**" for people with less than 5 years in the industry and the association. Triangle agent Liz Gutierrez wrote the award and it was approved by the National Board of Trustees at Capitol Conference. We must apply for this new award prior to the **April 5th** deadline.

Our Pacesetter award notebook is nearly complete with documentation of all we accomplished during Connette Bradley's presidential term. We are applying for our 6th consecutive Pacesetter award which is quite a feat in itself considering that there are **only 14 of these awards** presented to all the local chapters in the U.S. I am also applying for the National Website award so if you have a moment take a look at all the revisions to our local website: www.cahu.info.



EDUCATION - Barbara Flemming

Our biggest opportunity to learn, network, and earn CE (up to 13 hrs) is at our state **Symposium, April 7-9 in Winston-Salem, www.ncsymposium.org** . Hope to see you there.

Also, we have developed a short opinion survey to get your ideas after each program. We need your input to provide programs that are valuable for our member.

**LEGISLATIVE - Mark Waugh**

Many people who follow politics expected Commissioner Jim Long to run for re-election one more time. However, with his surprise announcement that he would not be running, David Smith has declared his candidacy to serve the people of North Carolina as their Insurance Commissioner. His ideas and goals are:

- To protect our citizens by aggressively fighting insurance fraud.
- To maintain or even lower auto insurance rates in North Carolina.
- To reduce inefficiencies in the current rate review process and reducing the time for review—and approval of rates to just one year.
- To invigorate the insurance markets in North Carolina.
- To make health insurance and health care reform a top priority at the Department of Insurance.
- To manage the Department from day one with a knowledge and understanding of this business by bringing my years of experience for the benefit of our citizens.

David is the 2008 Symposium Chair, and Vice-President of NCAHU.

PUBLIC SERVICE - Evan Sherbine

The golf committee is working diligently to obtain teams and prizes for our **Annual Charity Golf Tournament**, Thursday, May 29th, Castle Bay Golf Club (Hampstead, NC), 12:00 Shotgun Start. Proceeds to benefit The Tileston Health Clinic. Registration form is attached and on our website www.cahu.info. For more information, contact me at evan-sherbine@uhc.com.

UNDER FORTY COUNCIL - Amanda Boelte

UFC council and all interested members may participate in our upcoming event: **March of Dimes** "Wilmington March for Babies" Walk, **Saturday, April 5**, Greenfield Lake Park. Walk starts at 10:00am. Check-in begins at 9:00am. For more information and if you are planning to walk, please e-mail me at aboelte@bbandt.com or call me at 910-772-3740.



march of dimes[®]
march for babies[™]



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Coastal Association of Health Underwriters



11th Annual Coastal Association of Health Underwriters



Charity Golf Tournament

Thursday, May 29, 2008

12:00 Shotgun Start - Awards Dinner will follow the tournament
Castle Bay Golf Club - Hampstead, NC

Sponsor Registration Form

(Please Print Clearly)

Sponsorship Level (See Below) _____

Name of Company _____

Telephone _____ Billing Address _____

City _____ State _____, Zip _____

Players Names - Captains Choice Format

A _____ C _____

B _____ D _____

Sponsorship Levels

(Fee must be received by **May 12, 2008**)

_____ **Eagle Sponsor - \$450**

Includes: Golf fees & awards dinner admission for 4 players, sponsorship of one hole, name printed in program

_____ **Birdie Sponsor - \$350**

Includes: Golf Fees & awards dinner admission for 4 players, name printed in program

_____ **Beverage Cart Sponsor - \$250**

Designated two people to drive the beverage carts. Includes awards dinner admission for 2 and named printed in program.

_____ **Par Sponsor - \$65**

Includes: Golf fees & awards dinner admission for 1 player, name printed in program.

_____ **Hole Sponsor - \$100**

Mail Form with check payable to: Coastal Association of Health Underwriters

PO box 4654

Wilmington, NC 28406

Any Questions, Please call Evan Sherbine at 910-395-3003

Proceeds to benefit **The Tileston Health Clinic**