

# Coastal News

COASTAL ASSOCIATION OF HEALTH UNDERWRITERS

## President's Message

Mark Waugh



**We need your voice now!!** You will continue to receive e-mails from NAHU allowing you to quickly send messages or letters to Washington leaders to tout the value of the professional agent and broker. You can also have clients send stories to [agentsmakingadifference@nahu.org](mailto:agentsmakingadifference@nahu.org). The American people are not getting the message that the Canadian health delivery system— like the North Korean and the Cuban systems— will not work in the United States. If you know anyone in our business who is not a member of NAHU, talk to them and tell them what our profession is up against in the coming months and get them to join us.

Our North Carolina Health Underwriters Symposium, held on April 20-22, was a big success with Coastal member Hughes Warren leading the show. The Coastal chapter had **30** members sharing in the education and comradery.

After returning from Winston-Salem on Wednesday, our chapter meeting the next day was well attended and very interactive as Mike Smith, Carrie Stephenson and I presented many of the horrifying healthcare reform ideas from Washington that our President wants passed by July 31! Please go to [nahu.org](http://nahu.org) and select a letter to send to your newspaper (edit to below 200 words for publication in *Wilmington Star-News*) or to your clients. Get the word out that we are an added value in our industry.

On **May 28th**, **Evan Sherbine** with **UnitedHealthcare** will be not only our speaker on wellness, but also our lunch sponsor. Please join us at Hanover Seaside Club 11:45.-1:00 for our last meeting this fiscal year. We will also present Member of the Year and Spark Plug Awards, recognize the LPRT members, the NC Honor Council, and Triple Crown winners, as well as RHU recipients.

Thank you for your support this year. It was an honor to serve as your president.

April 2009



Hughes Warren (green jacket) leads opening ceremony for Symposium

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## Public Service

Evan Sherbine

**Thursday, June 4** is our big day to benefit **Tileston Health Clinic** with our Annual Charity Golf Tournament at Castle Bay in Hampstead. We have 26 teams and 16 hole sponsors. We still need carrier support. Currently UHC is the only carrier sponsor. Also anything you have collected for goodie bags is appreciated. You may contact me at [evan\\_sherbine@uhc.com](mailto:evan_sherbine@uhc.com).

## Awards

Dennis Stokley



Lobbyist Robert Paschal speaks at Symposium to 450

The Pacesetter Award book was received by NAHU. We have also applied for the William J Flood Public Service award and hope to repeat the Website award. This will be our 7<sup>th</sup> consecutive Pacesetter Award, if we win again this year. We'll let you know if Mark Waugh walks across the stage to accept these awards during our annual convention in New York City on Tuesday June 30<sup>th</sup> 2009.

Work has begun on the 2010 Pacesetter and one area where we fell short this year was with our letters to the editor. I sent a letter to the editor on health lifestyles and it was published. I have received numerous favorable comments from colleagues and clients. We need to point out the problems we see with a single payer health care plan. Get the word out!!



There are plenty of politicians, and regular people, who do not see the value of an agent or a private health care delivery system. Our careers will be changing with the laws. Please give.....

(Click on HUPAC logo on left to contribute now.)



President Elect Mike Smith explains Democratic healthcare reform



Above, members Joyce Britt and Amanda Smith seated for CE at Symposium

**Education**

*Barbara Fleming*

We had a most timely CE class April 23 following the April meeting. The class, "What's New 2009?" covered consumer driven healthcare and health savings accounts with high deductible health plans. Denny Kavanaugh from Nashville, TN presented. The CE class was provided by Doug Gordon with First Horizon Msaver, an HSA administrator.

**Coastal had 30 Symposium attendees:** Chris Benedict, Benton Blalock, Connette Bradley, Joyce Britt, Will Bunting, Phil Collier, Ray Custer, Barbara Fleming, Katie Gallagher, Stephen Glaser, David Haynes, Bill Jenkins, Betsy King, Joe McDowell, Lynell McDowell, Nick Ogden, Ann Ritter, Michael Sharkey, Evan Sherbine, Amanda Smith, Bobbie Smith, Darlene Smith, Mike Smith, Skip Sprye, Dennis Stokley, Thom Styron, Valerie Styron, Tim Walsh, Hughes Waren, and Mark Waugh. Many attended a special certification meeting with Inclusive Health.

CE credits are posted at [www.Prometric.com](http://www.Prometric.com) or call 866-241-3121.

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