

Coastal News

Coastal Association of Health Underwriters

President's Message

Michael Smith



2009 is quickly coming to an end and we are preparing for 2010, where did this year go? I want to thank all the members who have worked so hard for the first six months of our CAHU year. We are a success because of our members and the effort they make to support CAHU year after year. I will need your continued support as we go into 2010 to meet membership and fund raising goals.

Membership goals can easily be met if every member asks a non-member to join. Income goals will help provide for a planned scholarship for a deserving member to travel to Washington, DC for Capital Conference. This is a great way to see how NAHU works in Washington.

As I write this Harry Reid and the Senate continue to try to buy votes in order to pass the Senate Health Care Bill. We need you to contact your senators and tell them to vote NO. If we don't speak out our voices can't be heard. The fight is a long way from over so call, write, make a HUPAC donation, and respond to operation shout e-mails.

November 19th, we had CF Webmasters speak at our joint meeting with the local NAIFA chapter. They spoke on social networking and website design. This is the way of the future for business. Prospects search the web for information before they talk to anyone. How do they find you?

December 4th, we held our annual Christmas Party/Silent Auction to benefit Tileston Health Clinic. Thanks to Dennis Stokley and family for hosting our party again this year. Everyone had a great time as we enjoyed fried turkey prepared by member Chris Benedict, and oysters prepared by Dennis Stokley. We featured a silent auction of donated gifts to fund bottled water for Tileston Clinic staff and patients in 2010.

Watch for information on our next fund raiser in 2010. Auctions of donated items complete with tax deductions. Do you have a nice item to donate to be sold on **Ebay**, **Craigslist**, or **Wilmington Yard Sales**? *No item is too big or small as long as it is in good condition.* Donate now for an extra 2009 tax deduction before year end. I want to wish all our **CAHU members** and **family** a **MERRY CHRISTMAS** and a **HAPPY NEW YEAR** as we remember the real reason for the season.

Michael Smith

Awards:

Dennis Stokley



(Thank you Dennis) December 18th, 2009:

I just received notice from **Brooke Willson** at **NAHU** that **Coastal AHU** has qualified for **Silver Seal Certification** for the third year in a row .

Now we continue on our Pacesetter course for 2009-2010.

December 2009

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CAHU

Christmas Party
and the Oysters



Silent
Auction



Tim with guests
At Christmas Party

HAPPY HOLIDAYS!



Our Industry is Experiencing a Crisis

and needs your financial support NOW !

(Click logo to contribute) →



HUPAC:

Connette Bradley

Happy Holidays!! We picked up additional PAC monies at our last meeting, yet many members don't contribute at all financially. Our careers will be affected by changes being decided right now in Washington. **Help us get it right.** Please...click now and give to support freedom of choice in health care. **And thank you to all who do support our efforts.**

Education:

Barbara Fleming

National Association of Health Underwriters Online Seminars

Upcoming Webcast: January 7th, at 1:00 p.m. EST.

How to Comply with New GINA, HIPAA, Mental Health and Michelle's Law Rules.

Register here. <http://eo2.commpartners.com/users/nahu/index.php>

* **January 28th**, our program will be **Phil Hartsig**, Regional Vice President, from **HSABank** presenting Information on HSAs.

* On **February 25th**, **WellsFargo** will present a **2 CE credits** on **HSAs** from **1:30 to 3:30PM**

Membership:

Amanda Boelte

Membership Blitz will be held in **February 2010**. Date, time, and location to follow in January. **Hope everyone has a safe and happy holidays!**



CAHU Thanks
Nov. Speaker



Barbara Fleming
and
Ronald Sheffield

CAHU October 22nd Meeting

All Board Members

Will meet at 10:30

.....

All CAHU members

TIME & DATE:

January 28th at 11:45am

SPEAKER:

PHIL HARTSIG

HASBANK

TOPIC:

HSAs

LOCATION (pg. 3)

Hanover Seaside Club

Wrightsville Beach, NC



<http://www.cahu.info>



CAHU 2009 Awards
Pacesetter and Web Design



2009-2010 Officers and Board of Directors

President: Michael A. Smith
bluewaterinsurance@hotmail.com

Past President: Mark Waugh
mawaugh@ebenconcepts.com

Secretary: Carrie Stephenson
carri@ebenconcepts.com

Treasurer: Nick Ogden
ogde9581@bellsouth.net

Website: Dennis Stokley

Communication: Darlene Smith

Education: Barbara Fleming

Legislation: Mark Waugh

Public Service: Adam Leggette

HUPAC: Connette Bradley

NCPAC: Sam Carr

Awards: Dennis Stokley

Membership: Amanda Boelte

Retention: Ray Custer

Media Relations: Sherri Miller

Media Relations: Amanda Smith

NAAG: Amanda Boelte



Hanover Seaside Club

601 S. Lumina Ave.
Wrightsville Beach, NC



Here are the driving directions:

All roads to **Wrightsville Beach** ultimately converge into **Eastwood Road**, leading to the **Wrightsville Beach** drawbridge. Just over the drawbridge, bear right onto **Causeway Drive**.

Continue on **Causeway**, crossing a second bridge.

Just over that bridge, turn right at the stoplight onto **Waynick Boulevard**.

Head south on Waynick, and two blocks after the **water tower**, turn left onto **Sprunt Street**.

Immediately turn right onto **South Lumina Avenue**.

Travel about 500 feet and turn right into the parking lot of the **Hanover Seaside Club**.

**CAHU meetings are on the
4th Thursday of each month.**



Coastal Association of Health Underwriters

Coastal North Carolina's Benefits Specialists

Coastal Association of Health Underwriters, Inc. invites you to become a sponsor for 2009-2010.

We are a professional based non-profit organization providing knowledge and training for our members.

We also provide support to local charities through our public service projects. We have provided assistance to groups such as Tileston Health Clinic to assist the uninsured, The American Heart Association Heart Walk, Domestic Violence Shelter and others.

We offer (4) four levels of sponsorship to meet your individual situation. Platinum Gold and Silver Levels provide maximum access to our membership for up to one year. Basic Bronze Level allows you to sponsor one monthly meeting with 10-15 minutes in front of our group to present your business and handout information. You can have access to approx. 100 professional members with thousands of local clients that can use your products or services throughout the year. We hold monthly meetings with speakers throughout the year so you can choose the month that best fits your business model.

We look forward to having you as a sponsor / partner for 2009-2010.

Please see the attached sponsorship form.

Sincerely,

Michael A. Smith, LUTCF
President

3801-2 Wrightsville Avenue

Wilmington, NC 28403

Office: 910-313-2656

Fax: 910-313-0982

bluewaterinsurance@hotmail.com

Coastal Association of Health Underwriters

SPONSORSHIP PROGRAM 2009 - 2010

PLATINUM LEVEL \$1500.00	GOLD LEVEL \$1000.00	SILVER LEVEL \$750.00
Placement of Logo on member ID Card. ONE Meeting sponsorship and program. VALUE \$500.00	Placement of Logo on member ID Card. ONE Meeting sponsorship and program. VALUE \$500.00	Sponsorship ONE meeting, 10-15 minutes presentation. (\$500.00) Website Listing for 3 months. (\$150.00)
Website Listing for 12 months. (\$600.00)	Website Listing for 12 months. (\$300.00)	ONE E-mail blast to members. (\$50.00)
SIX E-mail blast to members. (\$300.00)	THREE E-mail blast to members. (\$150.00)	Logo on newsletters for 3 months. (\$65.00)
Logo on newsletters 1 Year. (\$250.00)	Logo on newsletters for 6 months. (\$125.00)	Company banner at meeting for 3 months.
Company banner at meetings for 1 YEAR. Two CAHU Membership. (\$100.00) * with hole sponsorship (Eagle level) VALUE \$450.00	Company banner at meetings for a SIX months. One CAHU Membership. (\$50.00) One Golf team sponsorship. * (Birdie level) VALUE \$350.00	Golf Tourney Hole Sponsorship VALUE \$100.00
Full page Ad in CAHU Directory. (\$350.00)	1/2 page Ad in CAHU Directory. (\$150.00)	1/4 page Ad in CAHU Directory. VALUE \$75.00
Full page Ad in Golf Tourney Directory. VALUE \$200.00	1/2 page Ad in Golf Tourney Directory. VALUE \$100.00	1/2 page Ad in Golf Tourney Directory. VALUE \$50.00
Four (4) non-members, 'be our guest' passes to CAHU sponsored events offering CE Credits. Not valid for special events. VALUE \$220.00	Two (2) non-members, 'be our guest' passes to CAHU sponsored events offering CE Credits. Not valid for special events. VALUE \$60.00	One (1) non-members, 'be our guest' pass to CAHU sponsored events offering CE Credits. Not valid for special events. VALUE \$30.00
TOTAL VALUE: \$2,870.00	TOTAL VALUE: \$1,785.00	TOTAL VALUE: \$1,020.00

BRONZE LEVEL \$500.00
Sponsorship ONE meeting, 05-10 minutes presentation.
Table to display handouts.
Listing in monthly announcements prior to meeting date.



Coastal Association of Health Underwriters, Inc.



SPONSOR REGISTRATION FORM

(Please Print Clearly)

Sponsorship Level (See Below) _____

Name of Company _____ Contact Person _____

Telephone (____) _____ Billing Address _____

City _____ State _____, Zip _____

SPONSOR LEVEL

_____ Platinum Level \$1500.00

_____ Silver Level \$ 750.00

_____ Gold Level \$1000.00

_____ Bronze Level \$ 500.00

PROGRAM SCHEDULE

(Please mark box for month you would like to sponsor)

- | | |
|--|---|
| <input type="checkbox"/> Sept. 2009 Cardiologist / Healthy Heart | <input type="checkbox"/> Feb. 2010 HSA / Cobra |
| <input type="checkbox"/> Oct. 2009 Attorney / Estate Planning / LTC | <input type="checkbox"/> March 2010 Medical Tourism |
| <input type="checkbox"/> Nov. 2009 Website, Social Networking | <input type="checkbox"/> April 2010 TBA |
| <input type="checkbox"/> Dec. 2009 Christmas Party, Charity Auction | <input type="checkbox"/> May 2010 Marketing |
| <input type="checkbox"/> Jan. 2010 Business Owner Panel | <input type="checkbox"/> June 2010 Cookout / Golf Tournament |

Mail Form with check payable to:

Coastal Association of Health Underwriters
PO Box 4654
Wilmington, NC 28406

Any questions, please contact:

Mark Waugh
252-723-9292

mawaugh@ebenconcepts.com

Barbara Fleming
910-367-3293

bfpres@ec.rr.com