

Coastal News

Coastal Association of Health Underwriters

FEBRUARY 2010

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2 Hours

CE CREDITS

PROVIDED BY :

Jim Hogg

Wells Fargo Health Benefits

(HSA Rules)

02/25/2010

Following Meeting



**FEBRUARY
SPONSOR**



PRESIDENT'S REPORT:

Michael A. Smith

Coastal enters February 2010 with **98 members**. Due to a strong **Retention Chair, Ray Custer**, Coastal placed **1st** in the NAHU Gain Contest for member retention, through December 2009. We will be holding a Membership Blitz, on February 26th to call and invite potential members to our March meeting. This is being coordinated by **Membership Chair, Amanda Boelte**. Information will be sent soon about details. *Please join us.*

We had **Phil Hartsig, of HSA Bank** as our sponsor and speaker for our January 28th meeting. I think we all learned some valuable information to pass on to our clients. Our February 25th speaker will be **Jack Barto, CEO of New Hanover Regional Hospital**. Mr. Barto will give some insight into hospital challenges and how pending health care bills will change hospital policy. *This is an excellent opportunity to talk with the hospital CEO and get answers to questions.* We will hold **two hours of CE** after the February 25th meeting. This will be on basic and advanced **HSA** rules. CE will be provided by **Jim Hogg, of Wells Fargo Health Benefits Services**. Our February **Sponsor** will be **Blue Cross /Blue Shield of North Carolina**. We look forward to their input and support in trying times.

Coastal has received notice from NAHU that we are once again **Silver Seal Certified**. Thanks to **Dennis Stokley, our Awards Chair**, who works diligently to make sure we stay on track. He is now working on our Pacesetter Award to see where we need to focus to end the year on track to submit to NAHU.



This year our board voted to sponsor **two members** who have never attended Cap-Conference. We are paying the early bird registration of **\$350.00** to get new members to step-up and get involved. So far one new attendee has registered and we hope to have a second soon.

The best news of all is **Coastal has a President-Elect** to attend Cap-Conference and step forward for 2010-2011, **Ronald Sheffield, of A-Sheffield Insurance Agency**. We are excited about Ronald stepping forward to lead next year. Please give Ronald your support and encouragement.

Michael A. Smith

EDUCATION

Barbara Fleming

SYMPOSIUM

Now is the time to make plans to attend the **NAHU Symposium** where you can meet other members from whom you can learn new ideas and successful marketing tools. The vendors are sharing their ideas and products while you earn **Continuing Education** credits in a relaxed atmosphere.

For those of you who will be attending, Coastal has been asked to participate by our members volunteering to be "**row monitors**" during the Symposium CE sessions. Please call or e-mail Mike Smith to let him know you will be there to help.

February 25th meeting:

In light of our current health costs, our speaker, CEO of New Hanover Hospital, **Jack Barto**, can give you the latest information about our regional hospital and a look at its future.

As you learned from our January speaker, **Mr. Phil Hartsig**, there are many questions and much to learn regarding when this is appropriate and how HSAs work. For a more in depth study of HSAs. Please attend our **2 hour CE** class from 1:30 to 3:30 being presented by **Mr. James Hogg** from **Wells Fargo**. Bring a friend, and/or prospective member and learn more about HSAs.

SYMPOSIUM

Early Bird Registration
Expires Friday Feb. 19th, 2010.
Register on website at:
www.NCSymposium.org
Receive **12** hours of
CE for attending.

Our Industry is Experiencing a Crisis and needs your financial support NOW !

(Click logo to contribute)
www.hupac.org



HUPAC:

Connette Bradley

In 2009 there were **20 Coastal members** who contributed to **HUPAC**. While that is almost **20%** of our membership, only **132 NC members** contributed. We truly need your financial support. Our industry is in change mode, and agents need to let it be known we are a valuable asset in the process of buying health insurance and other health related programs. Please give something. On behalf of NAHU, thank you for your support.

MEMBERSHIP:

Amanda Boelte

The Membership Blitz is planned for **Friday, Feb. 26, 2010**, from 10am-12pm at Mike Smith's office. If possible we need as many of the board members to participate. Keep in mind that as part of the Pacesetter Points we need **100%** of the board members to recruit at least 1 new member.

Please bring your cell phones. **Address of office is:** 3801-2 Wrightsville Ave. Wilmington, NC 28403
Please email me at: aboelte@bbandt.com to confirm if you will be able to participate with the Membership Blitz.

AWARDS:

Dennis Stokley

It's time to send in your **2010 Leading Producer Round Table** application. **Deadline is March 31, 2010.** Applications can be found in the awards section on our website, www.cahu.info or in the monthly Health Insurance Underwriter magazine. Give me a call if you have any questions. If you have already or plan to apply send me an email so I can keep track for our **Pacesetter Points**.

CAHU February 25th Meeting

All Board Members

Will meet at 10:30

All CAHU members

TIME:
11:45am

SPEAKER:

Jack Barto, CEO
New Hanover Regional Hospital

TOPIC:

*Health care bill /
Hospital policy*

CE Credit Topic

*Basic & Advanced HSA Rules
(Following meeting)*

<http://www.cahu.info>



CAHU 2009 Awards
Pacesetter and
Web Design



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