

# Coastal News

## COASTAL ASSOCIATION OF HEALTH UNDERWRITERS

### President's Message

Mark Waugh



The Coastal Chapter is enjoying our new meeting place, Hanover Seaside Club, which not only provides us with a great view but also gives us some great food and service! We had 26 attendees in February, and can hold 30 more, so please come and **join us March 26!**

Our February 26 program, "**Skin Cancer Updates for 2009,**" was to feature Dr. Greg Viehman, owner of SeaCoast Skin Surgery and a dermatologic surgeon specializing in Mohs Micrographic Surgery and Laser Surgery. He was unexpectedly tied up in surgery and could not attend, proving a small skin cancer site can be deceiving and may be just the tip of an iceberg. He did send Keri Andrews, RN, and office manager, to speak to us and distribute information about skin cancer, and the Mohs surgical method of removing skin cancers. *Are you wearing your 30 or 45 sunscreen today? And every day?* More than 90% of skin cancers are caused by sun exposure, including sun exposure in our cars, and are often found on our hands, ears, and face. There is additional information available at [www.seacoastskinsurgery.com](http://www.seacoastskinsurgery.com).

CAP Conference is just around the corner, March 30 through April 1. We will be well represented with Mike Smith (President-Elect), Carrie Stephenson (Secretary) and I attending. We will do our best to speak to our Legislators on your behalf. Please let us know if you have any comments you would like for us to pass along.

Don't forget about registering for our own **North Carolina Symposium**. It will be held again this year at the Benton Convention Center on **April 20 -22 in Winston-Salem, NC**. Exhibitor move-in starts at 1:00 and registration opens at 8:00 in the Benton Convention Center. We will have brochures at each of the dining tables at our meetings. Please pick up one and register, or go to [www.NCSymposium.org](http://www.NCSymposium.org).

We are thrilled to have David Smith, president of NCAHU, speaking March 26. We need a lawyer to decipher the American Recovery and Reinvestment Act of 2009—his topic is "**COBRA and Continuation Subsidy: An Update on How to Help Your Clients Comply.**" Also, we'd like to thank **Community Eye Care** for sponsoring this meeting.

### Public Service

Evan Sherbine

Our golf committee has continued to organize and promote our annual charity golf tournament for **Thursday, June 4** to benefit **Tileston Health Clinic**. We'll begin at noon at Castle Bay in Hampstead. I'm looking for additional volunteers to help with registration and food set-up. We continue to collect prizes, secure sponsors. Please contact me at [evan\\_sherbine@uhc.com](mailto:evan_sherbine@uhc.com) to volunteer or to register a team.

### Awards

Dennis Stokley

It's time again to complete your application for LPRT for 2008 production. NAHU formed LPRT in 1942 to recognize the successful underwriters of accident & health insurance. Today, over 65 years later, it is still recognizing the top producers in our industry. Members are recognized at our national convention, in our HIU magazine, and in our local paper. For more information go to <http://www.nahu.org/members/awards-lprt.cfm>. If you are a top producer, manager or agency marketing health, disability, long-term care or worksite marketing products, you should be recognized as one of top 1 percent in our industry. As a member of LPRT

### February 2009



Robert Mohr and Karen Collins were guests at our February meeting.

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Coastal's webmaster, and 2008 award winner, Dennis Stokley, would like to remind everyone that Coastal's budget is on the website for all members to view. To locate, click on the Members' Area Tab and then click on 2008-2009 CAHU Budget. Financial reports are also available for review by contacting our treasurer, Nick Ogden.

Below: Members and guests mingle, as Keri Andrews (far right) arrives and explains that she is the speaker for our meeting. Right: Tim Walsh, Mark Waugh, and Hughes Warren hang out before the meeting begins.



### Education *Barbara Fleming*

Our NCAHU Symposium in Winston-Salem, "Become a Master" April 20-22 will provide up to 12 hours of CE, including 2 mandatory CEs for Ethics. **Vince Lombardi, Jr.** will be one of our keynote speakers!!

We are also planning a local CE classes with dates and topics being scheduled. CE credits are posted at [www.Prometric.com](http://www.Prometric.com). Prometric can also be reached at 866-241-3121.

We distributed a survey at our January meeting and by e-mail a few days later to obtain your input for other CE classes or speakers and programs. Meeting evaluation forms were included with the survey and we do want your suggestions.

### New Agent Council *Amanda Boelte*

This year at Symposium, on Monday, April 20, 3-5pm, at the Embassy Suites in Winston-Salem, all new agents (less than 5 years in the business) can attend a workshop entitled, "Motivation & Sales Techniques," presented by Mel Schlesinger, a NCAHU past president, and a sales and marketing trainer. There is no additional charge.

### Your 2008-2009 Officers and Board of Directors

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