

# Coastal News

COASTAL ASSOCIATION OF HEALTH UNDERWRITERS

## President's Message

Mark Waugh



What a beautiful view we had for our January meeting at Hanover Seaside Club. While we enjoyed our buffet, Michael Keough (photo right), Executive Director of Inclusive Health, (the North Carolina Health Insurance Risk Pool) spoke about the high risk pool, who has joined, and how rates are determined. You can visit the website [www.nchirp.org](http://www.nchirp.org) which takes you to the NEW site, or go directly to [www.inclusivehealth.org](http://www.inclusivehealth.org). Core Source will be the TPA and MedCost is the PPO network being used.

There will be a \$100 "Registration Fee" for applicants. Agents may refer applicants (and receive \$100 referral fee) based on a list of medical conditions, declinations, exclusion riders, or higher rates with another carrier. Please go to the website for applications and more information.

2009 is going to be a challenging year for NAHU. The threat of National Healthcare is in the news and on everyone's mind. It's extremely important that we pull together, use our contacts, and increase our HUPAC and NCPAC donations. Our state and federal political leaders are happy to make time to listen to us if we have a contribution check to present them.

Our first State Board meeting for 2009 was at the North Carolina Department of Insurance. Wayne Goodwin, our new commissioner, spoke briefly but primarily asked us, the NCAHU, for our input. Please let me know of any concerns you wish expressed at our state Day on the Hill (March 3 and 4) or CAP Conference in Washington, D.C. (March 30 through April 1). And if you can attend either or both of these functions, there is more voice in numbers.

Please visit our website [www.cahu.info](http://www.cahu.info) for information on local members, programs, and to view our annual budget. Your local board works diligently to serve our association. President-elect, Mike Smith, is already looking for dedicated members to serve on the local board for 2009-10.

## Public Service

Evan Sherbine

We have begun planning our annual charity golf tournament for spring 2009 to benefit Tileston Health Clinic. I'm looking for additional volunteers to form our golf committee. We'll be collecting prizes, securing a course and planning our meal. We need hole sponsors, beverage cart sponsors and workers for registration. Please contact me at [evan\\_sherbine@uhc.com](mailto:evan_sherbine@uhc.com) to volunteer or to register a team.

As you travel, remember to collect hotel soaps and shampoos for the Domestic Violence Shelter kits!

## Awards

Dennis Stokley

It's time again to complete your application for LPRT for 2008 production. 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 you will receive exclusive benefits, invitations to LPRT-only events and discounts off of NAHU events.

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CAHU members and guests visit and enjoy a fabulous buffet lunch as the January program is about to begin.



**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 CEs for Ethics. Early registration is through February 28 and is only \$185. To register on-line go to [www.NCSymposium.org](http://www.NCSymposium.org).

**Vince Lombardi** will be one of our keynote speakers!!

We are also planning 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.

**New Agent Council** *Amanda Boelte*

We have a NEW name—and a new definition. We are the group of agents either under forty or with five or less years in the business. Please look for new agents to join us as well as younger agents, and bring them to a meeting. We are working on a social for this group, and Symposium will have a special gathering for this group.

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

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**Media Relations:** Sherri Miller and Amanda Smith  
**New Agent Council:** Amanda Boelte

