

# Coastal News

COASTAL ASSOCIATION OF HEALTH UNDERWRITERS

## President's Message

Mark Waugh



When you read this I will be at our Capitol Conference in DC, (March 30-April 1) along with Mike Smith and Carrie Stephenson. We definitely have work to do to keep our health care system private. PLEASE give to HUPAC so that our voices will be heard.

I couldn't believe that the speaker for our March meeting had to present through my cell phone and a microphone! We tried to listen to the valuable information about the stimulus package's effect on COBRA, State Continuation, and clients. Here I am (below) setting up for our program and hoping everyone can hear David Smith....

Don't forget to register for our **North Carolina Symposium**, held again this year at the Benton Convention Center, **April 20 -22 in Winston-Salem, NC.** Exhibitor move-in starts at 1:00 and registration opens at 4:00 in the Benton Convention Center. Go to [www.NCSymposium.org](http://www.NCSymposium.org) to register.



I'd like to thank Community Eye Care for sponsoring our March meeting. We had 30 members and guests in attendance.

Left: Dr. Schrom speaks with guest, Kirk D. Carawan.



## March 2009



Chris Benedict and Mike Smith visit before the meeting begins March 26.

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## Public Service

Evan Sherbine

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

## Awards

Dennis Stokley

Our Pacesetter Award notebook is heading to Arlington to be judged against local chapters all over the country. We have worked since last April documenting and compiling chapter accomplishments, and we're submitting for our 7th Pacesetter. We are also submitting for the William J. Flood Service Award and the Website Award. We'll get the awards results at our National Convention in New York City, June 28– July 1. Mark Waugh, Connette Bradley and I will be attending from Coastal.





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 above to contribute now.)

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. To register on-line go to [www.NCSymposium.org](http://www.NCSymposium.org).

We have scheduled a most timely CE class for April 23, 1:30-3:30 following the April meeting. The class, "What's New 2009?" covers consumer driven healthcare and health savings accounts with high deductible health plans. Denny Kavanaugh from Nashville, TN (bio attached) will present. This program provides 2 hours of CE and is provided by First Tennessee Bank. **Members: Free**, Nonmembers: \$20. CE credits are posted at [www.Prometric.com](http://www.Prometric.com) or call 866-241-3121.

New Agent Advisory Council *Amanda Boelte*

Do you have less than 5 years in the business? Please look for new agents to join us as well as younger agents. If you are attending Symposium, plan to attend a workshop entitled, "Motivation & Sales Techniques," presented by Mel Schlesinger, on Monday, April 20, 3-5pm at the Embassy Suites. A local social is being planned for April.

Your 2008-2009 Officers and Board of Directors

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