

Coastal News

COASTAL ASSOCIATION OF HEALTH UNDERWRITERS

President's Message

Mark Waugh



What a year I have had—with three speakers canceling at the last minute and companies not sponsoring two meetings....oh, and Wilson's closing. Let's see, we had meetings in three places before settling in at Hanover Seaside Club where the ocean view is fabulous, the food is supreme, and the staff wonderful .

Our last meeting **May 28th** was well attended with **Evan Sherbine, Jane Poole** and **Rebecca Ballard** from **UnitedHealthcare** presenting "**Wellness.**" **UnitedHealthcare** sponsored our meeting as well, and shared with us new perks and programs offered with UnitedHealthcare plans.

Then we had a horrific downpour when everyone was ready to leave, so we sat on the porch in rocking chairs and relaxed briefly....some removed shoes, and ran, while others just got wet!!



Michael Smith, Carrie Stephenson and I attended the **NCAHU Leadership Conference** in Greensboro **May 30-31**, and it was all about getting our association's position on healthcare, and the value of agents and brokers, out to Congressional leaders. NAHU has called us to rally with "Operation Shouts" and we're being asked to talk individually with our representatives when they are home from D.C. Message: Keep healthcare PRIVATE! You can also make yourself heard by going to www.nahu.org and selecting a letter to send to your newspaper (edit to below 200 words for publication in *Wilmington Star-News*) or to your clients.

CORRECTION from April report: To share your insurance success stories, write to stories@brokersmakingadifference.org. (incorrectly listed "agentsmaking...") In fact, there's an entire website, www.brokersmakingadifference.org, to share. PLEASE believe that if you derive income from health insurance sales, your portfolio is in jeopardy.

Thank you all for your support this year, especially the dedicated board members.

Public Service

Evan Sherbine

Thursday, June 4 is our big day to benefit **Tileston Health Clinic** with our annual Charity Golf Tournament at Castle Bay in Hampstead. We are looking forward to a beautiful day, a full course, and great food and prizes. We have a new survey for you to give us your thoughts on Public Service projects. This past year we gave support to Tileston Health Clinic, American Heart Association, Domestic Violence Shelter, Phoenix Employment Ministry, and NC Prevention Partners. Previously we have also supported Juvenile Diabetes, Yahweh Center, and the Carousel Center. Thank you for helping with our fundraising.

As many of you know I am leaving at the end of June, still working with UHC, but moving back to Pittsburg area to be closer to my family. My fiancé is going with me. I've enjoyed working here with you, and I will miss you.

May 2009



Above: Rebecca Ballard with UHC explains her role in wellness in the 100+ market

Left: Evan Sherbine reviews health statistics that reinforce need for wellness programs

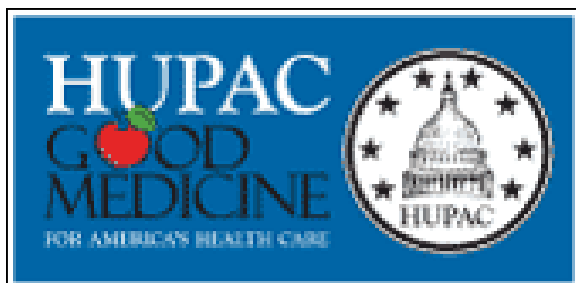
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Amanda Boelte and Joyce Britt (left) welcome members and guests arriving at May meeting

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L to R: Tim Walsh, Amanda Smith, and Dennis Stokley with NC Honor Council award in hand

Below: Mike Smith after receiving "Member of the Year" award and Carrie Stephenson after receiving "Spark Plug" award from Mark Waugh

Awards

Dennis Stokley

During our last meeting of the year, under the watchful eyes of President Mark Waugh, our annual awards winners were recognized. Receiving NAHU's **Leading Producer's Round Table (LPRT)** award were Eagle recipients **David G. Hill, Jr., Timothy P. Walsh, and Hughes Waren, Jr., RHU.** **President's Council** was awarded to **Amanda Smith, RHU, CPIW; Donna Comer, LUTCF, CLU, LTCP; and Dennis G Stokley, RHU.**

Awards for the **North Carolina Honor Council** went to **Timothy P. Walsh, Hughes Waren, Jr., Amanda Smith and Dennis G. Stokley.**

Mark Waugh awarded the **Member of the Year** to **Mike Smith** and the **Spark Plug** award went to **Carrie Stephenson.**

Mark, Mike and I, plus general member, Darlene Smith, and NC's president-elect, Hughes Waren, will attend our National Convention June 28-July 1 in New York City hoping to once again win big awards at the national level!



Education

Barbara Fleming

A new survey is attached to get your opinions for CAHU programs, and also local charities for us to support.. Please follow directions on form or e-mail me any comments or recommendations.

We will have a 3-hour CE class following our September 24 meeting. Presented by Barclay Sisk, the class will focus on changes in LTC insurance and potential national healthcare inclusion of LTCi coverage.

Your 2008-2009 Officers and Board of Directors

President: Mark Waugh
mawaugh@ebenconcepts.com
Secretary: Carrie Stephenson
carrie@ebenconcepts.com

Vice-President: Mike Smith
bluewaterinsurance@hotmail.com
Treasurer: Nick Ogden
ogde9581@bellsouth.net

Immediate Past President: Connette Bradley
chbradley@earthlink.net

Website: Dennis Stokley
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