

Coastal News

COASTAL ASSOCIATION OF HEALTH UNDERWRITERS

President's Message

Michael Smith



September 24th, we had our first regular scheduled meeting for the 2009-2010 year.

We were able to have NCAHU President **Hughes Waren**, also a CAHU member, present for our new board of director's induction ceremonies.

Immediate past president, **Mark Waugh**, was presented a **Past President's Plaque** with gavel for all his hard work.

Our program for the month was a local cardiologist, **Dr. James Snyder**, of **New Hanover Cardiology**. He gave a great talk on the growing problems of Diabetes, blood pressure, and obesity. Growing trends are leading to growing care cost. Lifestyle choices are a driving force behind future cost of care. He discussed studies showing plaque build up in hearts of patients as young as 35-45 years old. Dr. Snyder compared body mass index with other countries and said this is a leading cause of shorter life spans in the United States. *We all need to change our lifestyle.*

October 22nd we will have our next meeting which will be a joint meeting with the local NAIFA Chapter. Our guest speaker will be **Attorney, Matthew W. Thompson**, of **Ward and Smith**. He will discuss, Estate Planning and Long Term Care.

This is a great follow-up to the September 24th CE class provided by **Barclay Sisk** on Long Term Care and coming changes for 2010.

CAHU members remember, it is not too late to walk for the **Heart Walk**, October 17th. If you are interested or would like to donate, please contact Adam Leggette at: adam_leggette@uhc.com.



As we go forward we need your help in two important areas.

1) **First is membership.** We need your help in making membership grow this year. As we go through an unknown future for our industry and our jobs, it is important to band together for strength. Talk with the other agents you know that are not members, and ask, why not? Membership cost less than **\$.80 per day**. Is there future worth eighty cents per day? Don't forget the information available from NAHU, monthly local and State Newsletters, and HIU Magazine. NAHU has paid a staff to fight for you and our industry every day. Ask a friend to join and become active.

2) **Second is sponsorship.** We need your help to get to the people you know who could sponsor our association. Attached to this newsletter is our new, **Sponsorship Plan for 2009-2010**. Think outside the box. This does not just have to be an insurance company. We still want them to sponsor, but how about other businesses you do business with. This could be an Auto Mechanic, Florist, Restaurant or any business that wants to get their message to **100 CAHU members** who have **thousands of clients** who could use their business services.

If you have any questions contact our sponsorship co-chairs:

Barbara Fleming and Mark Waugh.

Awards

Dennis Stokley

It's a great time to get your letters to the editor and make a point about the health care reform. This is our crunch time. **Make a stand!** Send me a copy if you submit a letter online.

October 2009

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Mark Waugh

Past President



Dr. James Snyder

September
Speaker

CAHU Thanks
Our September Sponsor



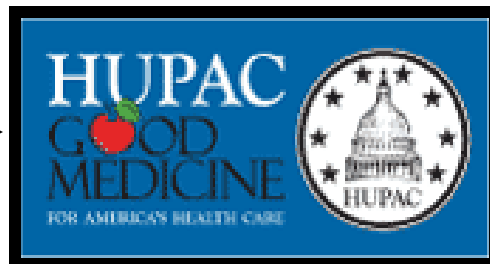


NCAHU in Washington, DC
Legislative Meeting

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

(Click logo to contribute)

www.hupac.org



Website

Dennis Stokley

Take your continuing education **credits** online and support our organization. CAHU receives a referral fee for each course you select at the Insurance Study. Go to our website, <http://www.cahu.info>, and click on the members area. Then click on the continuing education link and you will see this link at the top of the page.

Order your continuing education courses from [insurance study](http://insurancestudy.com) one of the CAHU sponsors.



Education

Barbara Fleming

- Thank you to all who attended our LTC, CE presented by **Barclay Sisk**. Thanks to Barclay who traveled a distance to share his expertise. It was a very enlightening experience as we learned the new sources of LTC money through life insurance riders and annuities, in addition to, potential changes occurring as NC examines the **Partnership Program**. Bring your questions to our October meeting on LTC and Estate Planning.
- Our monthly program schedule can be found at the end of this Newsletter. Please mark your calendar and bring a guest. We appreciate your suggestions as to topics we can explore, as well as, speakers you have enjoyed.

CERTIFICATION COURSES in (CDHC) **Consumer Directed Health Course** at \$125 for 4 hours of CE and the **Wellness Certification Course** at \$60 for 2 CE credits are available to members on line. Please e-mail Barbara Fleming and express your interest in either or both of these courses.

CAHU October 22nd Meeting

All Board Members

Will meet at 10:30

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All CAHU members

TIME:

11:45am

SPEAKER:

Matthew W. Thompson

TOPIC:

LTC & Estate Planning

LOCATION (pg. 3)

Hanover Seaside Club

601 S. Lumina Ave.

Wrightsville Beach, NC

<http://www.cahu.info>



CAHU 2009 Awards
Pacesetter and Web Design



2009-2010 Officers and Board of Directors

President: Michael A. Smith
bluewaterinsurance@hotmail.com
Past President: Mark Waugh
mawaugh@ebenconcepts.com
Secretary: Carrie Stephenson
carri@ebenconcepts.com
Treasurer: Nick Ogden
ogde9581@bellsouth.net

Website: Dennis Stokley
Communication: Darlene Smith
Education: Barbara Fleming
Legislation: Mark Waugh
Public Service: Adam Leggette
HUPAC: Connette Bradley
NCPAC: Sam Carr
Awards: Dennis Stokley
Membership: Amanda Boelte
Retention: Ray Custer
Media Relations: Sherri Miller
Media Relations: Amanda Smith
NAAG: Amanda Boelte



Hanover Seaside Club

601 S. Lumina Ave.
Wrightsville Beach, NC



Here are the driving directions:

All roads to **Wrightsville Beach** ultimately converge into **Eastwood Road**, leading to the **Wrightsville Beach** drawbridge. Just over the drawbridge, bear right onto **Causeway Drive**.

Continue on **Causeway**, crossing a second bridge.

Just over that bridge, turn right at the stoplight onto **Waynick Boulevard**.

Head south on Waynick, and two blocks after the **water tower**, turn left onto **Sprunt Street**.

Immediately turn right onto **South Lumina Avenue**.

Travel about 500 feet and turn right into the parking lot of the **Hanover Seaside Club**.

**CAHU meetings are on the
4th Thursday of each month.
(November will be held on the 3rd Thursday)**



Coastal Association of Health Underwriters

Coastal North Carolina's Benefits Specialists

Coastal Association of Health Underwriters, Inc. invites you to become a sponsor for 2009-2010.

We are a professional based non-profit organization providing knowledge and training for our members.

We also provide support to local charities through our public service projects. We have provided assistance to groups such as Tileston Health Clinic to assist the uninsured, The American Heart Association Heart Walk, Domestic Violence Shelter and others.

We offer (4) four levels of sponsorship to meet your individual situation. Platinum Gold and Silver Levels provide maximum access to our membership for up to one year. Basic Bronze Level allows you to sponsor one monthly meeting with 10-15 minutes in front of our group to present your business and handout information. You can have access to approx. 100 professional members with thousands of local clients that can use your products or services throughout the year. We hold monthly meetings with speakers throughout the year so you can choose the month that best fits your business model.

We look forward to having you as a sponsor / partner for 2009-2010.

Please see the attached sponsorship form.

Sincerely,

Michael A. Smith, LUTCF
President

3801-2 Wrightsville Avenue

Wilmington, NC 28403

Office: 910-313-2656

Fax: 910-313-0982

bluewaterinsurance@hotmail.com

Coastal Association of Health Underwriters

SPONSORSHIP PROGRAM 2009 - 2010

PLATINUM LEVEL \$1500.00	GOLD LEVEL \$1000.00	SILVER LEVEL \$750.00
Placement of Logo on member ID Card. ONE Meeting sponsorship and program. VALUE \$500.00	Placement of Logo on member ID Card. ONE Meeting sponsorship and program. VALUE \$500.00	Sponsorship ONE meeting, 10-15 minutes presentation. (\$500.00) Website Listing for 3 months. (\$150.00)
Website Listing for 12 months. (\$600.00)	Website Listing for 12 months. (\$300.00)	ONE E-mail blast to members. (\$50.00)
SIX E-mail blast to members. (\$300.00)	THREE E-mail blast to members. (\$150.00)	Logo on newsletters for 3 months. (\$65.00)
Logo on newsletters 1 Year. (\$250.00)	Logo on newsletters for 6 months. (\$125.00)	Company banner at meeting for 3 months.
Company banner at meetings for 1 YEAR. Two CAHU Membership. (\$100.00) * with hole sponsorship (Eagle level) VALUE \$450.00	Company banner at meetings for a SIX months. One CAHU Membership. (\$50.00) One Golf team sponsorship. * (Birdie level) VALUE \$350.00	Golf Tourney Hole Sponsorship VALUE \$100.00
Full page Ad in CAHU Directory. (\$350.00)	1/2 page Ad in CAHU Directory. (\$150.00)	1/4 page Ad in CAHU Directory. VALUE \$75.00
Full page Ad in Golf Tourney Directory. VALUE \$200.00	1/2 page Ad in Golf Tourney Directory. VALUE \$100.00	1/2 page Ad in Golf Tourney Directory. VALUE \$50.00
Four (4) non-members, 'be our guest' passes to CAHU sponsored events offering CE Credits. Not valid for special events. VALUE \$220.00	Two (2) non-members, 'be our guest' passes to CAHU sponsored events offering CE Credits. Not valid for special events. VALUE \$60.00	One (1) non-members, 'be our guest' pass to CAHU sponsored events offering CE Credits. Not valid for special events. VALUE \$30.00
TOTAL VALUE: \$2,870.00	TOTAL VALUE: \$1,785.00	TOTAL VALUE: \$1,020.00

BRONZE LEVEL \$500.00
Sponsorship ONE meeting, 05-10 minutes presentation. Table to display handouts.
Listing in monthly announcements prior to meeting date.



Coastal Association of Health Underwriters, Inc.



SPONSOR REGISTRATION FORM

(Please Print Clearly)

Sponsorship Level (See Below) _____

Name of Company _____ Contact Person _____

Telephone (____) _____ Billing Address _____

City _____ State _____, Zip _____

SPONSOR LEVEL

_____ Platinum Level \$1500.00

_____ Silver Level \$ 750.00

_____ Gold Level \$1000.00

_____ Bronze Level \$ 500.00

PROGRAM SCHEDULE

(Please mark box for month you would like to sponsor)

- | | |
|--|---|
| <input type="checkbox"/> Sept. 2009 Cardiologist / Healthy Heart | <input type="checkbox"/> Feb. 2010 HSA / Cobra |
| <input type="checkbox"/> Oct. 2009 Attorney / Estate Planning / LTC | <input type="checkbox"/> March 2010 Medical Tourism |
| <input type="checkbox"/> Nov. 2009 Website, Social Networking | <input type="checkbox"/> April 2010 TBA |
| <input type="checkbox"/> Dec. 2009 Christmas Party, Charity Auction | <input type="checkbox"/> May 2010 Marketing |
| <input type="checkbox"/> Jan. 2010 Business Owner Panel | <input type="checkbox"/> June 2010 Cookout / Golf Tournament |

Mail Form with check payable to:

Coastal Association of Health Underwriters
PO Box 4654
Wilmington, NC 28406

Any questions, please contact:

Mark Waugh
252-723-9292

mawaugh@ebenconcepts.com

Barbara Fleming
910-367-3293

bfpres@ec.rr.com