

Coastal News

COASTAL ASSOCIATION OF HEALTH UNDERWRITERS



President's Message

Michael Smith



CAHU had a joint meeting with the local NAIFA Chapter on **October 22nd**. Our speaker was **Matthew W. Thompson**, from **Ward and Smith, PA**. He is an Estate Planning Attorney, who spoke about planning and how it effects **long term care** needs. He covered new rules for Medicaid and how we should show five year LTC plans to our clients. This allows time for planning even at the time of needed care. He covered the need for advance directives and power of attorney problems he faces with clients.

Our **November 19th** meeting subject will be, **Social Networking, Branding and Website Design**. Our speakers will be **Ashley Whitley** and **Paul Ward** of **cfwebmasters.com**. This will be a joint meeting with the NAIFA chapter. We hope to learn how to bring our practice into the 21st Century. Articles say **75%** of prospects go to the internet before they buy. Are you there? Come and learn how to use I.T.



If you haven't attended a meeting at the Hanover Seaside Club, come check us out. Great location, great view, great food and great friends.

Hope to see you Thursday, November 19th and Friday, December 4th.

NOVEMBER 2009

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Public Service

Adam Leggette

We have our **Christmas Party/Silent Auction** fund raiser set for **December 4th, 2009**.

We will have food, beverages and a silent auction to raise funds for charity. All members are asked to bring a donated item to be auctioned in our silent auction. Proceeds are used to buy bottled water for **Tileston Health Clinic** staff and patients throughout the year. This is for members, spouses and guest as an annual, thank you, from CAHU. Thank you to **Dennis Stokley and family** for hosting our party once again.

If you need items picked up or dropped off contact:

Adam Leggette: adamleggette@uhc.com



CAHU Thanks

Our October Speaker

Matthew Thompson



Fried Turkey **Oysters**

Christmas Party/Silent Auction

FOR: CAHU members, spouses or guest

DATE: Friday. 12/04/2009

TIME: 6:00pm

PLACE: DENNIS STOKLEY'S home (directions to be announced)

Please RSVP to Adam Leggette



NAIFA JOINED US
AT THE CAHU
OCTOBER MEETING



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



HUPAC *Connette Bradley*

(Click logo to contribute)

Your **contributions** supports our careers, our income and helps us in the fight for the benefit of our consumers. You can support **HUPAC** with one time payment, occasional check, bank draft or automatic draft from a credit card . Contact me for assistance.

Website *Dennis Stokley*

Our **operating budget** has been approved by the board of directors and it is available on our website: www.cahu.info

We are increasing our fund raising efforts for our association for this year, and we need everyone's help. **Contact a board member and get involved.**

Education *Barbara Fleming*

In light of our past **CE on Long Term Care** and the October program on **long term care** and its affect on **estate planning**, I thought I would share with you an organization you may be interested in joining. **The American Association for Long Term Care Insurance** can be found at www.aaltci.org. For a low annual membership fee they will keep you abreast with the latest long term care insurance information. With Both Barclay Sisk and this organization at your side, you will be well informed and assist your clients with a very important aspect of their life planning.

Please share with Barbara your review of our CE courses, speakers and programs by completing the **Speaker Evaluation Forms**, on your table at our meeting.

We are looking for continuing education suggestions and resources. Please contact Barbara: www.bfpres@ec.rr.com

CAHU November 19th Meeting

All Board Members—Will meet at 10:30
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All CAHU members

TIME:
11:45am

SPEAKERS:
Ashley Whitley & Paul Ward

cfwebmasters.com

TOPIC:
Social Networking
Branding & Website Design

LOCATION (page 4)
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



President's Help Memo

Michael Smith

WE STILL NEED YOUR HELP!

Sponsorship: We are in dire need of sponsors for our Association.

Dues only pay a small part of our annual expenses. Without the help of sponsors we cannot survive to provide monthly meetings for our members and represent members at **Capitol Conference, Day on the Hill, and the National Convention.** It is time to put the pressure on the companies you do business with everyday. Remember we can use insurance companies, support service companies, and local companies we do business with everyday. Do you know a plumber, electrician, restaurant, auto repair shop, etc. Would they like access to 100 members with thousands of clients? Maybe you would like to sponsor your company or business. If you have questions or need a sponsor kit please contact the sponsorship committee for assistance.

Barbara Fleming at: bfpres@ec.rr.com or Mark Waugh: mawaugh@ebenconcepts.com

President Elect: We need a volunteer to step up to the plate as President Elect.

If you have not been asked now is the time to come forward. It is time to give back to CAHU and the community. President -elect is a learning position and easy to handle. CAHU **needs** members to be involved in the growth and preservation of our Association. If you can give 2 to 4 hours a month the reward is huge. The great thing is you work with an entire board and membership of friends and colleagues.

You have received the call, will you answer?



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, 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)

Sept. 2009 **Cardiologist / Healthy Heart**

Feb. 2010 **HSA / Cobra**

Oct. 2009 **Attorney / Estate Planning / LTC**

March 2010 **Medical Tourism**

Nov. 2009 **Website, Social Networking**

April 2010 **TBA**

Dec. 2009 **Christmas Party, Charity Auction**

May 2010 **Marketing**

Jan. 2010 **Business Owner Panel**

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:

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252-723-9292

Barbara Fleming
910-367-3293

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