

Coastal News

COASTAL ASSOCIATION OF HEALTH UNDERWRITERS

President's Message

Michael Smith



September is here so let the meetings begin.

We have a great lineup of speakers and topics for the upcoming meetings. If you have a topic that we should cover please let Education Chair, Barbara Fleming or other board members know now, as we are scheduling the year in advance.

As I write this healthcare reform is still on the table and the concept changes daily. We must stay abreast of the proposals and prepare for the final battle. Something will pass but we don't know what that version is yet. Please read the issues on **NAHU.org** and NCAHU website to make sure we are all on the same page. We can't believe all we read or hear in the media.

This year we have several areas that we need your help. First we need sponsors for our monthly meetings. We have set up several levels of sponsorship. You may have a vendor or business you deal with that could be a CAHU sponsor. Attached to this newsletter is our new sponsorship plan. **Think outside the box**, this does not have to be an insurance company. If you have someone or company that is interested contact Barbara Fleming, Mark Waugh or myself for more info.

Next, we need your help with membership. In order to grow CAHU needs all members to recruit at least one new member this year. If you know a past member that is no longer a member invite them back. **NAHU is fighting for their job and we all need to be together to provide our support.**

Finally, we need **Triple Crown** Members. Don't know what that is? Support **HUPAC**, the National Political Action Committee with \$10.00 per month bank draft on \$150.00 direct, recruit 2 new members and respond to 3 operation shout e-mails from NAHU. You get Involved and others will follow.

If you have questions about CAHU let me know how I can help. I can be contacted by phone or e-mail. Remember this is your organization and it will only be as great as you make it.

Thanks for now, and see you at the meeting,

Michael A. Smith

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.

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](#) one of the CAHU sponsors.

September 2009

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 ASSURANT Employee Benefits




State Strategic Planning

Hughes Waren becomes
State President



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

(Click logo to contribute)

www.hupac.org



Education *Barbara Fleming*

1. **MARK YOUR CALENDAR** - September 24th at 1:30pm at the Seaside Club after our monthly meeting and bring non-member to learn about the Long Term Care Partnership Program plus new developments within the industry. Three CE credits will be offered by Barclay Sisk, our expert in the field. Members are free, and the non-members' fee will be \$30. **Spread the word and bring a guest.**
2. **Have you completed the 2009-2010 survey** and "WE NEED YOU" form attached to the Newsletter? If not, please fax it to 910-793-4033. The results thus far are attached to this newsletter.
3. **WE NEED SPONSORS:** Please let us know if you, your company, organization, or client would like to sponsor one of our monthly meetings. There are many benefits when you sponsor on the Silver Level. They include an opportunity to speak before the membership, a CAHU website listing, e-mail blast to members, Golf Tournament Sponsorship, Ad in CAHU Directory, Ad in the Golf Tourney Directory, plus one FREE CE for 1 non-member. Additional benefits come with the Gold and Platinum Levels. E-mail Barbara at bfpres@ec.rr.com or Mark Waugh at mawaugh@ebenconcepts.com.
4. **WE NEED SPEAKERS** and you can help. Please forward names and telephone numbers for speakers on the following topics: **COBRA, Panel members** to discuss health costs for their companies, **HIPAA, Self Funded Plans, NC Prevention Partners, Section 125 Plans** and **Cardiologists** to speak on heart issues.
5. **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. If we have a interest from our members, we may be able to offer the courses in a classroom setting. Many new ideas come to light in a classroom setting. Please e-mail Barbara Fleming and express your interest in either or both of these courses.

CAHU September 24th Meeting

TIME: 11:45am
TOPIC: Dr. James Snyder
 Hanover Cardiology
Sponsor: Assurant
 Employee Benefits
LOCATION: (directions- pg. 4)
 Hanover Seaside Club
 601 S. Lumina Ave.
 Wrightsville Beach, NC
 Hughes Waren, *State President*
 To install new Board


Topic: LTC / 3 CE Credits
 1:30pm - 4:30pm



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

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

COME JOIN US!



BARBARA R. FLEMING, CFP® EDUCATION CHAIR

THURSDAY, SEPTEMBER 24TH

3 CE CREDITS

TOPIC: LONG TERM CARE PARTNERSHIP PLAN &
RECENT NEWS REGARDING LONG TERM CARE POLICIES

LOCATION: HANOVER SEASIDE CLUB

601 S Lumina Ave
Wrightsville Beach, NC 28480-6104
(910) 256-2726

TIME: 1:30 TO 4:30 PM

COST: FREE TO MEMBERS

GUESTS - \$ 30 (Become a member and the CE is free)

RSVP BY 9/20/09 TO BFPRES@EC.RR.COM

- MEMBERS - INCLUDE YOUR NAME, TELEPHONE NUMBER AND MEMBER NUMBER
- GUESTS - MAIL A CHECK PAYABLE TO CAHU TO BARBARA R. FLEMING, CFP® 105 BRASCOTE LANE, WILMINGTON, NC 28412

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.**

**COASTAL ASSOCIATION OF HEALTH UNDERWRITERS
EDUCATION SURVEY RESULTS**

September 3, 2009

1. Are you interested in pursuing one of the following professional designation programs?

RHU, REBC, DIA, LTCP, or EHBP? **2 for RHU/ 2 for LTCP**

If so, would you participate in a study group for either, if available? _____

2. Please select three ways methods of earning CE credits. (24 every two years due on your birthday).

- 8 Two to three hour sessions after CAHU lunch meeting
- 7 NCAHU State Symposium
- 2 One day conferences
- 4 On-line Internet education
- 1 Interactive teleconference
- 2 Textbook self study
- 3 Professional designation programs (obtaining RHU, REBC, DIA, LTCP, EHBP)
- 2 Crash courses from licensed schools touring the state

3. Please list any CE courses, you participated in, regardless of their source, you feel were exceptional and would be of interest to our members.

What was the topic: ETHICS SYMPOSIUM/WEBCAM(ONLINE)/HSA (WITH 1ST TENNESSEE)/MEDIATION & ALTERNATIVE MEDIATION DISPUTE RESOLUTION/MANAGED CARE

Who was the instructor? _____

4. Do you know and/or would recommend someone licensed to present continuing education for our association?

DAVID SMITH (2) BARCLEY SISK AUSTON PITTMAN 336-540-1170

LUNCHEON SPEAKERS & PROGRAMS:

5. Which topics would you like to see offered by CAHU for monthly meetings?

(check all you would be interested in seeing)

- | | | | |
|---|---|---|---|
| 7 | COBRA | 3 | MEDICARE |
| 4 | HSAs | 2 | DISABILITY INSURANCE |
| 0 | CRITICAL CARE | 3 | LONG TERM CARE |
| 5 | LONG TERM CARE PARTNERSHIP | 3 | ALTERNATIVE MEDICINE |
| 1 | NUTRITIONIST | 2 | WEIGHT MANAGEMENT |
| 2 | CANDIDATE PANEL | 2 | SINGLE PAYER MYTHS |
| 1 | PERSONAL TRAINER ADVICE | 1 | RED CROSS/CPR & 1 ST AID |
| 4 | NC PREVENTATION PARTNERS | 4 | GOVERN'T STIMULUS AND HOW IT AFFECTS US |
| 2 | FAMILY SOCIAL GATHERING | 3 | PROVIDER PANEL DISCUSSION |
| 1 | CHAMBER OF COMMERCE UP-DATE | 2 | LEGISLATIVE PANEL DISCUSSION |
| 5 | SECTION 125 PLANS | 6 | HIPAA |
| 2 | TORT REFORM | 5 | SELF- FUNDED PLANS |
| 5 | ACTUARIAL MEDICAL CLAIMS ANALYSIS | 5 | CARDIOLOGIST/HEART ISSUES |
| 2 | PHARMACEUTICAL ANALYSIS DISCUSSION | 2 | ESTATE PLANNING/INS. TRUSTS |
| 1 | HOW ARE HEALTH INS. COMP. RATED | 1 | HOW HEALTH INS. IS AFFECTED BY GOV'T |
| 2 | PANEL OF ELECTED OFFICIALS DISCUSSING SINGLE PAYOR SYSTEM | | |
| 7 | PANEL OF CEO's DISCUSSING HEALTH COSTS IN THEIR COMPANIES | | |
| 2 | WELLNESS COACH & HOW THEY CAN HELP LOWER EMPLOYER COSTS | | |

ADDITIONAL SUGGESTIONS Alzheimers & Whom it Affects (3), Health Care Costs (1)

6. Are you willing or can you recommend anyone interested in sponsoring our luncheon meetings?

If so, please provide their contact person and number: Rick Shields 509-0622

MEMBER'S NAME: _____ E-MAIL ADDRESS _____

THANK YOU FOR YOUR PARTICIPATION IN OUR SURVEY. PLEASE SEND YOUR SURVEY TO BARBARA R. FLEMING, CFP® - BFPRES@EC.RR.COM/ FAX 910-793-4033.

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.	Placement of Logo on member ID Card.	Sponsorship ONE meeting,
ONE Meeting sponsorship and program. VALUE \$500.00	ONE Meeting sponsorship and program. VALUE \$500.00	10-15 minutes presentation. (\$500.00)
Website Listing for 12 months. (\$600.00)	Website Listing for 12 months. (\$300.00)	Website Listing for 3 months. (\$150.00)
SIX E-mail blast to members. (\$300.00)	THREE E-mail blast to members. (\$150.00)	ONE E-mail blast to members. (\$50.00)
Logo on newsletters 1 Year. (\$250.00)	Logo on newsletters for 6 months. (\$125.00)	Logo on newsletters for 3 months. (\$65.00)
Company banner at meetings for 1 YEAR.	Company banner at meetings for a SIX months.	Company banner at meeting for 3 months.
Two CAHU Membership. (\$100.00)	One CAHU Membership. (\$50.00)	Golf Tourney Hole Sponsorship VALUE \$100.00
One Golf team sponsorship. * with hole sponsorship (Eagle level) VALUE \$450.00	One Golf team sponsorship. * (Birdie level) VALUE \$350.00	1/4 page Ad in CAHU Directory. VALUE \$75.00
Full page Ad in CAHU Directory. (\$350.00)	1/2 page Ad in CAHU Directory. (\$150.00)	1/2 page Ad in Golf Tourney Directory. VALUE \$50.00
Full page Ad in Golf Tourney Directory. VALUE \$200.00	1/2 page Ad in Golf Tourney Directory. VALUE \$100.00	One (1) non-members, 'be our guest' pass to CAHU sponsored events offering CE Credits.
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	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.