

Coastal News

Coastal Association of Health Underwriters

President's Message

Michael Smith



The holidays are over and it is back to work.

I hope everyone had a special Christmas and a happy new year to begin 2010. One half of our year is over and it is going fast.

In December Coastal held our annual Christmas Party/Silent Auction with proceeds to benefit **Tileston Health Clinic**. Tileston is a non-profit clinic providing medical, dental care and medicines to over 3900 uninsured patients last year. This year members donated items from gift certificates to flower bulbs to sell in our silent auction. Funds will be used to purchase bottled water for Tileston staff and patients. Members also shared oysters and fried turkey prepared by local members, **Dennis Stokley** and **Chris Benedict**.

Tileston Clinic



Planning is now beginning on our annual golf tournament held in June, to benefit co-sponsor Tileston Clinic.

January also brings renewed challenges as we continue to search for our President-elect before Cap Conference. This is an important year as it could be all or nothing for the future of many of our members. If you are ever going to get involved it should be now, through **HUPAC**, local or state level action or at the **Cap Conference** in Washington, DC.

January also brings us back to our regular monthly meetings. This month's speaker is **Phil Hartsig** with **HSA Bank**, who will cover HSA and Cobra changes and how the health bill will change the market place.

February, our speaker will be **Jack Barto**, **CEO of New Hanover Regional Hospital**. He will cover how the health bill will affect care for local patients from the hospital point of view.

We will have **2 hours** of **CE** after the February meeting, presented by **HSA Bank**.

Michael A. Smith

Awards:

Dennis Stokley

It is time to start documenting the **LPRT** award which is based on the 2009 calendar year. The application can be found in the **NAHU** monthly magazine or online at this address: <http://www.nahu.org/members/awards-lprt.cfm>.

NAHU formed the **Leading Producers Round Table** in 1942 to recognize the successful underwriters of Accident & Health Insurance. Today, the LPRT committee is committed to making LPRT the premier program for top Health, Disability, Long-Term Care and Worksite Marketing Insurance producers, carrier reps, carrier management, and general agency/agency managers. Through the hard work of the LPRT committee members, LPRT will offer new membership benefits, exclusive LPRT events, and new categories and qualification requirements.

• **LPRT Qualifier Discounts:**

- ▶ **5%** discount on all NAHU services and meetings, including Capitol Conference and the Annual Convention, is given to qualifiers at the Leading Producers and Presidents' Council levels of production.
- ▶ **10%** discount on all NAHU services and meetings, including Capitol Conference and the Annual Convention, is given to qualifiers at the Eagle, Golden Eagle and Lifetime levels of production.

Awards were given last year to:

Samuel C. Carr, LUTCF Healthplans-NC Eagle NC
Donna H. Comer, LUTCF, CLU, LTCP State Farm Insurance Lifetime NC
David G. Hill, Jr. David Hill & Associates, Inc. Eagle NC
Amanda A. Smith, RHU, CPIW OTC-Glasgow Hicks Insurance Agency Lifetime & Qualifying President's Council NC
Dennis G. Stokley, RHU, RFC Dennis G. Stokley Insurance Agency, Inc. President's Council NC
Timothy P. Walsh, Advanced Insurance Systems Eagle NC
M. Hughes Warren, Jr., RHU Ebenconcepts, Inc. Eagle NC



January 2010

In This Issue

- **President's Message**
- **Awards**
- **HUPAC**
- **Membership**
- **January Meeting**
- **Flyer - page 4**

Our Industry is Experiencing a Crisis

and needs your financial support NOW !

(Click logo to contribute) →



HUPAC:

Connette Bradley

What is the future of our industry? Without our involvement, **death**. Our **PAC** is an important tactical asset **NAHU** uses to elect candidates dedicated to ensuring that the health care industry – and private health insurance – continues to be a strong and affordable choice for all Americans. Please take this opportunity to make a generous donation, or to become a regular contributor, to **HUPAC**. *For those who already contribute regularly, we thank you.*

If you have not previously contributed, click on the HUPAC logo, register, fill in the required information, and select the amount you would like to contribute. NAHU offers several different levels of giving:

General Supporter (\$10 per month); **365 Club** (\$30 per month); and our highest distinction of **Capitol Club** (at least \$85 per month, or \$1,000 per year). The maximum allowable contribution to HUPAC each year is \$5,000 (**Triple Diamond Level**).

Now, more than ever, NAHU needs funds to support those elected officials who believe that agents and brokers are part of the solution in shaping the new health care agenda. **Please do your part to help.**

Membership:

Amanda Boelte

- **NCAHU** Membership Campaign runs 11-1 thru 3-1. First place gets **\$150.00** gift card. Second place gets **\$75.00**. (See page 4)

The rules are: **Seven** points for each **new member**. **Three additional points**, for new member on bank draft dues.

- February we will be holding a **Membership Blitz**, information will be coming soon for date, time and location.
- **WE NEED NEW MEMBERS!**

CAHU January 28th Meeting

<http://www.cahu.info>

2009-2010 Officers and Board of Directors

All Board Members

.....
Will meet at 10:30
.....

All CAHU members

TIME & DATE:

January 28th at 11:45am

SPEAKER:

PHIL HARTSIG

HSA BANK

TOPIC:

HSA's / Cobra

LOCATION (pg. 3)

Hanover Seaside Club

Wrightsville Beach, NC



CAHU 2009 Awards

Pacesetter and Web Design



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.**



IT'S TIME FOR A TOUCHDOWN!!! NCAHU MEMBERSHIP CONTEST 11-1-09 TO 3-1-10

Do you want to be a
Super Bowl MVP? It's simple!

- For every new NCAHU member you recruit during 11-1 to 3-1 you earn 7 points (touchdown). Convince that new member to put their dues on monthly bank draft and get 3 additional points (field goal).
- The leader will win a \$150 gift card. The runner up will win a \$75 gift card. Awards will be given out at the winner's local membership meeting soon after 3-1-10.
- Everyone is eligible to play! Get in the game and make a difference for your professional association.

