

# Coastal News

COASTAL ASSOCIATION OF HEALTH UNDERWRITERS



## **PRESIDENT'S REPORT:**

*Ronald Sheffield*



Well, I might as well get to the most important event of the year. Of course if you're keeping up with NCAHU you know what I'm speaking of! The 22<sup>nd</sup> Annual Symposium in Winston-Salem was April 11-13. Since I was a first time attendee I was not prepared for all the varied agendas.

There was a cast of speakers who shared personal trials and tribulations making for one of the most informative events I've attended. We heard a testimonial from Neal Peterson and his goal and dream as a 9 year old African kid to sail around the world. He ended with an exciting video of himself crossing the finish line as an adult!

There was Tom Snell's presentation on Ethic's, Andy Core's presentation of ---**Opening the Doors to the Future** -- (and not frying yourself in the process).

The State Exchange Panel consisted of Janet Trautwein, NAHU EVP & CEO; Louis Belo, NCDOI; Allen Freezor, NC Dept. Health & Human Services and others. This was moderated by Mike Matznick former NAHU President.

Wayne Goodwin, NCDOI Commissioner, spoke firmly about his determination to keep insurance agents doing what nobody else can do like agents, and that's selling insurance. Coastal AHU was very well represented with **17 members** in attendance.

I will defiantly go again and sincerely recommend anyone in our industry do the same.

CAHU next **8 hour CE** will be **April 26th**, and I hope you can attend. Our regular Coastal April meeting will be **April 28th**.

*- Ronald Sheffield*

## **EDUCATION**

*Rick Ketchum*



" Jethro Bodene of The Beverly Hillbillies used to say: "  
***I gradgeeated from the 6th grade twice!***"

Well, members, here is our opportunity to do the same thing. We have two CE opportunities for you coming up. **Tuesday, April 26th**, we will be holding **8 hrs** of, **LTCi Partnership Accreditation Certification** that is required by the **DOI** in order to sell the New LTC Partnership plans. Then again , on **May 26th**, after our regular membership meeting, we will be holding **2 hrs.** of CE on, **Selling LTCi Plans**. **So here is your opportunity to gradgeeate twice.**  
*Hope to see you there!*

**Rick Ketchum** -CAHU CE Chair

**April 2011**

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**April  
Sponsor**

**SCOTT STAMPS**  
with



**April Meeting**  
**Thursday, 28th**

**SPEAKER:**  
**Robert Paschal**  
**NCAHU Lobbyist**

**TOPIC:**  
**Update on**  
**Healthcare Reform**  
**State Level**

**Our Industry is Experiencing a Crisis and needs your financial support NOW !**  
*(Click logo to contribute)* →

[www.hupac.org](http://www.hupac.org)



**COASTAL AHU MEMBERS**  
**22<sup>nd</sup> Annual Symposium in Winston-Salem**



**MEMBERSHIP:**

*Phil Collier*

We conducted our **Membership Blitz**, March 28th. Phone calls were made at Michael Smith's office at 3801-2 Wrightsville Ave. Following are the **CAHU** members that conducted our Membership Blitz: **Darlene Smith, Amanda Smith, Ray Custer and Phil Collier.**

*Results are yet to be determined...*



**Officers and Board of Directors 2011**



**President: Ronald Sheffield**  
[rondaldshf@yahoo.com](mailto:rondaldshf@yahoo.com)

**President Elect: Adam Leggette**  
[adam\\_leggette@uhc.com](mailto:adam_leggette@uhc.com)

**Past President: Michael A. Smith**  
[bluewaterinsurance@hotmail.com](mailto:bluewaterinsurance@hotmail.com)

**Secretary: Carrie Stephenson**  
[carrie@ebenconcepts.com](mailto:carrie@ebenconcepts.com)

**Treasurer: Nick Ogden**  
[ogde9581@bellsouth.net](mailto:ogde9581@bellsouth.net)

**2010 Awards**



**Website:** Dennis Stokley  
**Communication:** Darlene Smith  
**Education:** Rick Ketchum  
**Legislation:** Jim Warren  
**Public Service:** Adam Leggette  
**HUPAC:** Connette Bradley  
**NCPAC:** Connette Bradley  
**Awards:** TJ Soffera  
**Retention:** Ray Custer  
**Media Relations:** Sherri Miller  
**Media Relations:** Amanda Smith  
**NAAG:** Amanda Boelte  
**Membership:** Phil Collier

## **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.**

(3rd Thursday for November.)