

Coastal News

COASTAL ASSOCIATION OF HEALTH UNDERWRITERS

JUNE 2011

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PRESIDENT'S REPORT:

Ronald Sheffield



My time as President of CAHU has flown by amazingly fast! This past year has been rewarding on many levels. I have been fortunate to meet and work with some of our prominent elected officials both on local and national levels. The thoughts and concerns of NAHU members are of utmost importance to them.

The challenges of the last year were greatly lightened by all of my colleagues in CAHU! I especially want to congratulate my board for a superior job throughout this past year. As I fly off to the National Convention in San Antonio with our incoming President, Adam Leggette and our current Awards Chair, T.J. Soffera we hope to bring back many awards and news on the directions for the upcoming years to share with our members.

Please make sure you attend our next meeting, June 23rd at The Hanover Seaside Club, 601 S. Lumina Ave., Wrightsville Beach. Our speaker is **Karen M. Mellon & Barclay Sisk**, on the topic of **Long-Term Care** in the Workplace from Class Act to Carve-Outs. Continuing Education: 2 hour credits on the subject of "The Current State of the Union for LTCi Sales". #C03106.

BCBSNC DEADLINE FOR NCAHU DUES SUBMISSION IS JULY 1ST! The Rewards Program Forms can be found on your dashboard under Agency Rewards Program. The current mailing address is: Blue Cross Blue Shield of North Carolina, Attention: Agent Programs / UT 14th Floor, PO Box 2291, Durham, NC 27707.

Our next upcoming event is our 2ND **Annual Beach Cookout**, July 21st from 4 to 8 pm at the Hanover Seaside Club. Please plan to attend!

I would like to sincerely thank you for your support throughout the past year and your continued support of NAHU !

-Ronald Sheffield, President, CAHU

June 2011

Meeting - 11:45
Thursday, 23rd

SPEAKER:

Barclay Sisk
Karen Mellon

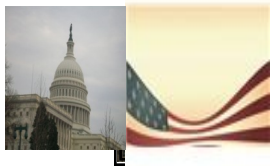
TOPIC:

LTCi Workplace
Class Act to Carve-Outs

2 free CE credits

1:00pm - 3:00pm

Current State of the
Union LTCi Sales



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

www.hupac.org



HUPAC/NCPAC:

Connette Bradley

Thank you to everyone who supports our PACs, and please continue to contribute when you have a little extra. **We want healthcare to remain private with agent Involvement and respectable compensation.**

Our April HUPAC drawing was won by **Ray Custer**. He donated \$30 to NCPAC.

The May drawing was won by **Skip Sprye**, winner of HUPAC/NCPAC drawing. Skip donated his half back to HUPAC/NCPAC of \$60.00 total donation.

Our last formal meeting for this fiscal year is **June 23**.

Anyone who buys raffle tickets, \$5 each, with a personal check will get credit for the HUPAC or NCPAC donation. Cash credits to the drawn winner. All members can contribute some amount to our PACs. **Please, have a voice!**

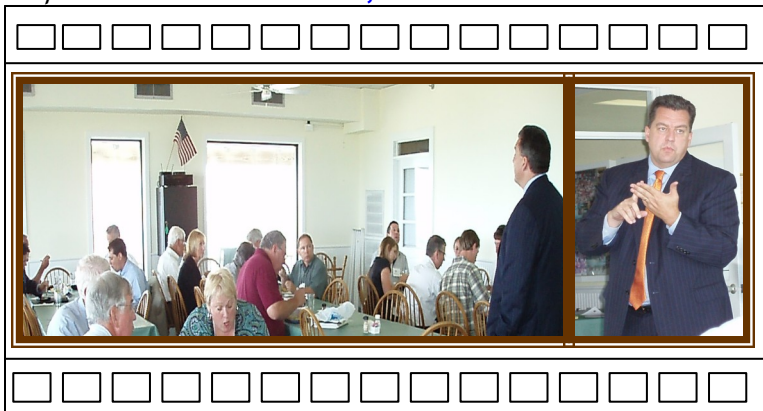


GOLD SPONSOR

COMMUNICATION:

Darlene Smith

Speaker - **Garland Scott, CEO / UnitedHealthcare**



May Sponsor: UnitedHealthcare



Officers and Board of Directors 2011



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ronaldshef@yahoo.com

President Elect: Adam Leggette
adam_leggette@uhc.com

Past President: Michael A. Smith
bluewaterinsurance@hotmail.com

Secretary: Carrie Stephenson
carrie@ebenconcepts.com

Treasurer: Nick Ogden
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.)