

# Coastal News

## COASTAL ASSOCIATION OF HEALTH UNDERWRITERS



November  
2010

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### November



### Sponsor

### November 18th Meeting

#### TIME:

Thursday, November 18th  
11:45

#### PLACE:

Seaside Country Club  
(see page 4)

#### SPEAKER:

**JACK KENLEY**

Vice President, Group Markets  
BlueCross BlueShield of NC  
(see page 3)

#### TOPIC:

**HEALTH CARE  
REFORM**

### PRESIDENT'S REPORT:

*Ronald Sheffield*



What a great turnout of agents we had at our Candidates Forum! Regrettably not as great a turnout of candidates with the busy campaigning and voter date close by, but **Ilario Pantano** did a superb job of explaining his position on Health Care Reform. He took the same position as all other Republicans and many Democrats in favoring repeal and rewriting of the law. He did not reign victorious but I view him as a "winner" for his excellent stand.

Our gratitude and a big thank you are in order to **93.7, Chad Adams** and his assistant Amy for coordinating the event for us. We would like to extend our appreciation also to the wonderful staff at Hanover Seaside. They handled the sizable crowd with grace and the food was delicious!

We remain on quite the rollercoaster ride with continued uncertainty and limited information on Health Care Reform. Many of us remain challenged with confidently advising our clients. **Jack Kenley, VP, of BlueCross BlueShield Group Markets** will be our speaker on **November 18<sup>th</sup>** and hopefully will be able to share some current direction for us. Members please join us at 11:45 at the Hanover Seaside Club at Wrightsville Beach.

My wife Diane and I will be hosting our **CAHU** Christmas party with silent auction fundraiser on **December 3<sup>rd</sup>**. We hope everyone will be able to join us. Physical address is 1331 Corcus Ferry Road, Hampstead, 28443, Forest Sound neighborhood.

I am pleased to announce that our new **President-Elect** is **Adam Leggette** and our new **NCPAC** Chair is **Connette Bradley**. I would like to thank both of them for their continued contributions and volunteerism to CAHU. I would like to encourage all members to contact any board member if they would like to chair, co-chair or participate in any board position.

### PUBLIC SERVICE:

*Adam Leggette*

**NOTE:** We will be ramping up the golf tournament starting the beginning of January.

We do not have a sponsor at this time for our December Christmas meeting. Any questions or leads should be sent to **Rick Ketchum** at: [ketchims@bellsouth.net](mailto:ketchims@bellsouth.net)

### Christmas Party/Silent Auction

#### & Chris Benedict's World Famous



**Fried  
Turkeys**

**Steamed  
Oysters**



Great opportunity to get to know the other members and raise money for the association in a fun, laid back atmosphere.

**Bring your spouse or guest, and a covered dish.**

**We would love to have as many members as possible attend.**

**DATE: Friday, 12/03/2010**

**TIME: 6:30pm**

**PLACE: 1331 Corcus Ferry Rd. Hampstead NC**

Please RSVP to Adam Leggette

[adam\\_leggette@uhc.com](mailto:adam_leggette@uhc.com)



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

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



**HUPAC:**

*Connette Bradley*

With many new government leaders, we need PAC dollars to get in front of these people and voice our concerns on Health Care Reform. You may contribute on-line by clicking the HUPAC link.

**Thank you all who support HUPAC, and NCPAC.**

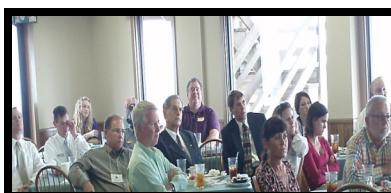
**MEMBERSHIP:**

*Phil Collier*

That while my dedication to **CAHU** is strong, my love for deer hunting mastered my time today. I was in the woods hunting and wanted everyone to know that **CAHU had over 70 Insurance agents** attend our meeting in **October**.

Watch for our upcoming new **member blitz** coming soon!

**GOLD SPONSOR**



**CAHU**  
 October Panel meeting  
 Invitation for 4 speakers  
 Pantano was only panelist that attended..



**Officers and Board of Directors**

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





**Jack Kenley**  
Vice President, Group Markets

For nearly three decades, Jack Kenley has distinguished himself at Blue Cross and Blue Shield of North Carolina (BCBSNC), steadily earning increased responsibility for North Carolina's leading health insurer.

As vice president of group markets, Jack leads BCBSNC new business development, retention and marketing efforts for small, medium, large and national group markets.

Jack joined BCBSNC in 1982 as a group sales representative, where he earned numerous top sales awards and received the Certified Health Consultant designation from the Blue Cross and Blue Shield Association.

After several promotions, Jack assumed the role of director of small group markets in 1997, where he was instrumental in the development and implementation of the Plan's small group strategy. During this time, a significant milestone was reached through successful implementation of the Broker Service Unit, a completely new concept – a one-stop shop for producers across the state to do business with BCBSNC. To this day, the unit provides rating, enrollment and billing operations supporting all group markets statewide.

In 1998, Jack took on the role of sales director for the western North Carolina region, was promoted to senior director of group sales soon thereafter, and became a vice president in September 1999. He was named vice president of group markets in 2007. Despite an uncertain economy, BCBSNC group sales have grown steadily under his leadership.

Originally from Gastonia, Jack resides in Chatham County with his family and currently serves on the Board of Directors of United Way of North Carolina.

## **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.)