



Northeast Indiana Association of Health Underwriters Newsletter

June 2017

President's Message

June is an awesome time to be a NAHU member because the summer holds so many opportunities for you to grow, network, and expand your connections and partnerships! There is a lot happening around our State and Region. Our chapter will be sending 3 delegates to the [Annual Convention](#) in Orlando, as well as, members attending the [Indiana State Convention](#), July 31st. Janet Trautwein will be the keynote speaker. If you haven't heard Janet in person, you owe it to yourself to attend.

Region 3 Leadership will be held in Grand Rapids August 14th - 15th. I encourage all of you to get involved in some capacity with your association. Your voice and active participation is greatly needed. Your business, our industry and especially your clients are depending on it.

As I close out my two-year term, I want to thank our state board for their efforts and encouragement to our local chapter. Their presence and active participation at our local events, meetings, socials, and fundraisers are always much appreciated.

My sincere thanks to my board who served either last year, this year, or both, for sticking by me and providing some of your best work yet! With your energy and support, we have accomplished much. I'm excited to see the direction our incoming leadership team will set for next year and their vision and goals for our chapter. The future looks bright for Northeast IN AHU - I'm expecting great things from this group and so should you.

Chapter Updates include:

We had a full house at May's meeting with 47 attendees hearing from Janet Trautwein through the NAHU pre-recorded webinar. This program provided members a 1 hour CE, thanks to the ISAHU and the local chapters. We also had several members travel to South Bend to attend the Greater Northern Town Hall meeting with NAHU leadership & executives. That was a fun and very informative meeting!

Programs: Our Topics and presenters are locked in through the end of the year. So, mark your calendars and register early! We'd

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2016-2017 NEIAHU Board

President

Kathy Goffer

kathy.goffer@theHSAauthority.com

Vice President

Bill Hartman

wmjhartman@gmail.com

Past President

Cindy Trahin

cktrahin@gmail.com

Secretary

Jeff Fabin

jeff@secben.net

Treasurer

Sue Jones

sjones@bostbenefits.com

Awards Chair

Sabine Barrett

sabine.barrett@outlook.com

Communications Chair

Amber Frey

afrey@lhn.net

HUPAC Chair

Denny Wright

Denny.Wright@oldnationalins.com

love to see you at all our upcoming meetings. NOTE: September's meeting will be held On Site at Visiting Nurse & Hospice. Please see website for details. www.neiahu.org or contact [Cindy Trahin](mailto:Cindy.Trahin) at 260-459-4601.

HUPAC: Our chapter continues to grow its supporters of this very important mission of NAHU. Every day we hear how critical our voices are in the shaping of the health care debate. The stability of the individual market, Medicare adjustments, small group and large group relief, are just a few of the agenda items NAHU is talking about. NAHU is working on your behalf to provide information and insight to help shape and encourage sound policy decisions as the congress continues to debate the topic of "affordable" Health Insurance.

Membership: We continue to slowly add new members and still maintain retention rates above the national average. I look forward to having our new membership team on board to see how we can improve the membership experience.

Golf Outing: The plans are underway for another exciting event. Save the Date for September 15, 2017 with Tee Off scheduled for 9:00 a.m. Visit our [website](#) for details, registration and sponsorship opportunities.

As I close, I have one final "Ask"- Stay engaged by supporting the new leadership, sharing your thoughts and ideas, participate in the meetings, events, and fundraisers, watch for opportunities to grow and strengthen your industry knowledge and the value you bring to your clients. We're all in this together - and together we will continue to be the premiere association for health insurance professionals.

Warmest Regards,

[Kathy Goffer](#)

NEIAHU President 2015-2017

Featured Nonprofit: Hope for Animals

At our July Membership Meeting, we'll be hearing from Allison Miller, the Director of HOPE for Animals. HOPE's mission is to eliminate the preventable euthanasia of companion animals by offering High-Quality Low-Cost spay/neuter and wellness services, by supporting rescue, and promoting responsible pet ownership.

To learn more about this organization, please visit their [website](#).

Committee Updates

Legislative/HUPAC Committee

- Convention Reminders: Chapter checks collected and to be presented at Annual Conference
- Work is underway to make sure that the Administrative Fund is transparent
- HUPAC site continues to improve and provide updates as to regional contributions as well as an awesome video that gives an outline of our contributions and successes.
- Board approved to change the process for contributions for non-sitting members of Congress. Anyone requesting a contribution from HUPAC must now submit a form to HUPAC in advance. Forms found on the HUPAC site under PAC Documents/Toolbox

Hospitality Chair

Jessica Clayton

iclayton@platinumbog.com

Legislative Chair

Denny Wright

Denny.Wright@oldnationalins.com

Media Relations

Edward Judkins

edward_judkins@us.aflac.com

Membership Chair

Justin Harper

justin_harper@us.aflac.com

Retention Chair

Dawn Fair

cclaborativesolutions4u@outlook.com

Professional Dev. Chair

Cindy Trahin

cktrahin@gmail.com

Public Service Chair

Ava Lillmars

alillmars@phpni.com



CONGRATULATIONS!

NEIAHU has met the NAHU criteria to be designated as a Gold level Chapter for 2017 in the Annual Chapter Certification program.

NEIAHU has achieved certification every year since 2007 when the Chapter Certification program was first introduced!

2017-18 Corporate Sponsors

- New Awards committee has announced additional awards to be given at Cap Conf which now includes local and state chapter awards based on growth percentage
- As it stands now, Region 3 has contributed 16% of the totals
- Steven Solinski is now the new Chair for HUPAC Region 3
- Senate is slow to work towards advancement of the repeal and replace bill for the Affordable Care Act
- Republicans up for mid term elections may not favor well based on recent approval ratings in the polls for President Trump as a result of Trumps approval ratings and the firing of FBI Director James Comey.
- Continued support is needed for all legislative issues related to our industry and keeping Health Care Repeal and Replace in the forefront is of the utmost importance.

If you have questions about HUPAC, please reach out to our Legislative/HUPAC team, [Denny Wright](#) and [Nancy Blake](#).

Public Service

The Public Service committee submitted to our members a list of non-profit organization agencies that visited our local chapter's monthly meetings over the past twelve months. Each active member was sent an electronic survey of those names to vote for their charity of choice to receive the upcoming 2017 NEIAU Golf outing's proceeds.

We are pleased to announce The Rescue Mission in Fort Wayne IN was the selected charity for this event.

For individuals that are willing to support and volunteer their time, talent & treasures with this committee, please contact me so we may discuss how your gifts may be used to help support our mission.

[Ava Lillmars](#)

Public Service Chair

Annual Convention Updates

During NAHU's Annual Convention there is a House of Delegates, where credentialed delegates vote on a variety of items. This year there are three [proposed bylaws amendments](#). Each chapter is entitled to three delegates, and this year, the NEIAHU delegates are [Kathy Goffer](#), [Bill Hartman](#), and [Amber Frey](#). [Cindy Trahin](#) will serve as a delegate for the ISAHU board. Their votes play a role in decisions that affect the future of NAHU and all of the state and local chapters. If you have any questions or input about the bylaws amendments, please see any of the delegates.

LPR what? HUPA...too many acronyms!



The Leading Producer's Round Table formed in 1942 to recognize the successful underwriters in Accident and Health Insurance. Today, LPRT is a premiere program that recognizes the top Health, Disability, Long-Term Care and Worksite Marketing Insurance producers, carrier reps, carrier management, and general agency/agency managers. Along with



Special thanks to our 2017-18 Corporate Sponsors, PHPNI and Anthem.

NAHU's Mission Statement

NAHU will improve its member's ability to meet the health, financial and retirement security needs to all Americans through education, advocacy and professional development.

NAHU's Vision Statement

Every American will have access to private sector solutions for health, financial and retirement security and the services of the insurance professional.

[Join Our Mailing List!](#)

NEIAHU Records for Review

Note: Monthly Financial Reports are available for review. Please contact the [Association Treasurer](#) to request copies of these reports.

NEIAHU By-Laws, Annual Summary of Activities, Strategic Plan and Policies & Procedures are available for review. Please contact the Association Secretary to request copies or click below:

[NEIAHU By-Laws](#)

[2016 Summary of Activities](#)

[NEIAHU 5 Year Strategic Plan](#)

holding this prestigious designation, many opportunities to network with other similarly qualified industry leaders, including the [Platinum Advisors Summit](#), the [Soaring Eagle Symposium](#), and more, are available to qualifiers. Annually, LPRT applications are due March 31. To see qualifiers or to get more information on this prestigious program, click [here](#).



HUPAC is the political action committee of the National Association of Health Underwriters (NAHU). It is the expression of our First Amendment rights to free speech and association guaranteed under the

Constitution.

HUPAC's mission: "The purpose of the National Association of Health Underwriter's (NAHU) Political Action Committee (HUPAC) is to raise funds from NAHU members for the purpose of supporting the political campaigns of candidates who believe in private sector solutions for the health and financial security of all Americans."

HUPAC recently released a new promotional video - to view it, click [here](#).

2017 State Convention



ISAHU board members and volunteers are in the planning stages for our next state convention that will be held on Monday, July 31, 2017 at the Drury Plaza Hotel in Indianapolis. Earlier this year we surveyed the membership and the overwhelming majority responded that they wanted a one day format that anyone from the far corners of the state could attend without an overnight stay and this event should offer as many hours of CE as possible, so we are planning this event as our membership requested. We have some outstanding speakers scheduled and we tentatively are planning to offer 5 ½ hours of CE for the day's program. We are bringing in Janet Trautwein, NAHU Executive Vice President and CEO, to give us a legislative and regulatory update on the latest developments from Washington DC. Our event will be held right when Congress starts their August recess and we should have a good handle on where Congress is going regarding health care reform at that time. We also are bring in a nationally recognized expert who will be speaking on the evolving dynamics of prescription drugs in the healthcare marketplace who will be sponsored by CVS Health. NAHU President Mike Embry will also be attending and speaking at this year's state convention.

As part of our state convention, we will also be having a leadership training session that for the first time ever will be eligible for 1.5 hours of CE that will be moderated by Carolyn Beck, Past State President and NAHU National Chapter Leadership & Development Chair; Don Griffey, Past GNIAHU President and ISAHU President-Elect; and myself that I promise will be like no NAHU headship program you have ever attended before. Whether you are a veteran member who has previously served on NAHU local, state, regional or national leadership positions or an NAHU member who has never served in a chapter leadership position before, I guarantee that you will get something out of participating in our leadership training program this year. I encourage all local NAHU chapters to get as many of your members to this event as possible. You can register for the 2017 Indiana state convention [HERE](#).

[Denny Wright](#)

License Expiration

Do you know your license expiration date?

Indiana Licensed Agents are required to complete 24 credit hours of continuing education prior to their expiration date to be eligible to renew their license (with limited exceptions).

You can review more detailed information about CE Requirements and the license renewal process [HERE](#).

Agents can check their License Status and reported CE Credits at any time through the Indiana Department Agent Status Page, located [HERE](#).

As part of our monthly programming and professional development, the Northeast IN AHU chapter, provide speakers and topics that are "credit" worthy. By simply attending your local chapter meetings, you show your support and receive several credit hours of CE each year. We hope you find this information helpful. We are always looking for speakers and current topics, so if you hear one, please share with our [Professional Development/ Programs Chair](#) or other board member.

Thank you for your membership and continued support!

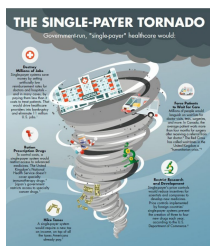
Mark Your Calendar - Region 3 Leadership Conference

Region 3 Leadership Training will be August 14 and 15th, 2017 at the Amway Grand Plaza Hotel in Grand Rapids, MI. It's being hosted by the state of Michigan. The event will take place from 12:30pm Monday - 12:30pm Tuesday.

Currently, the meeting will include a message from NAHU 2017-18 President Mike Embry, and a panel discussion from chapter leaders. Also, breakout sessions will be available for chapter specialties including Legislative, HUPAC, Membership, Awards, etc.

Registration details forthcoming!

New Infographic - the Single-Payer Tornado



NAHU released a new infographic, the Single-Payer Tornado. It visually depicts five major consequences of adopting single-payer healthcare: eliminating upwards of 11 million U.S. jobs, forcing patients to wait for care, rationing prescription drugs, restricting research and development, and increasing taxes. By demonstrating how single-payer has affected other countries that have adopted

such systems, the infographic shows what could happen if it were to be adopted in the U.S., either at the state or federal level. Click on the image to see the full graphic!

NAHU Certification Courses



Did you know that NAHU offers industry-recognized certifications? This is one of the many bells and whistles that makes NAHU membership valuable. NAHU offers Registered Employee Benefits Consultant (REBC), the most prestigious certification course in the employee benefits industry, as well as many other

certifications to help you stand out. Click on [this link](#) to learn more about the designations and certifications available to members.

Golf Committee



One of our special committees is our Golf Committee - meetings have begun, the date has been set, and the fun is almost here.

WE WANT YOU!

Reminder: The outing has been scheduled for **September 15 at Brookwood Golf Course**. Tee Time

will be 9:00 AM. The registration flier is available for download [here](#). Proceeds from the 2017 Golf Outing will go to the Rescue Mission.

The committee has elected to alternate meetings between Panera on Coliseum and Medpartners. The next meeting is June 29th at 8:15AM at Medpartners. If you want to be a part of the most fun event of the year for our association, please feel free to attend or email [Jeff Fabini](#) or [Dotty Wiggin](#).

Upcoming Events

[June Membership Meeting](#)

Webinar - "Compliance Update - Where Are We?" - Pamela Mitroff, Senior Director of Healthcare Reform Compliance, NAHU
June 19, 2017
Featured Nonprofit: Blue Jacket

[NAHU Annual Convention](#)

June 25-28, 2017
Reniassance Orlando at Seaworld
Orlando, FL
Earlybird Registration ended on April 26, but there's still time to get registered!

ISAHU State Convention

July 31, 2017
Drury Plaza Hotel Indianapolis Carmel
Get Registered [HERE!](#)

Region 3 Leadership Training

August 14 & 15th, 2017
Amway Grand Plaza Hotel, Grand Rapids, MI
More details coming soon!

2017 NEIAHU Golf Outing

September 15, 2017
Tee Time 9AM
Brookwood Golf Club
[Register me!!](#)

Wanna know what's going on in Fort Wayne? Check out Greater Fort Wayne's [CALENDAR OF EVENTS](#) and get involved in the exciting changes happening in the city you love!

They are currently promoting Summer Adventures, including Intern Only events, like a Nature Hike in Woodburn and a \$5 tour of Debrands!