



# Northeast Indiana Association of Health Underwriters Newsletter

April 2018

## President's Message

In March, NEIAHU had 24 people in attendance at the monthly meeting. Matt Hatfield, Isaac Campbell and Denny Wright shared their insights on their trip to Capital Conference. Zach Wilding presented 1 hr. CE on "Apples to Apples" LTD.



April, May and June's chapter meetings will have CE for both Indiana & Ohio. June's meeting will offer 3 hrs. CE on Ethics.

There is still time to register for the BenCon (formerly Super-CE Day) being held in Fort Wayne on May 3rd. To register online please click [here](#).

Warmest Regards,

## In This Issue

President's Message

Upcoming Events

## 2017-2018 NEIAHU Board

### President

Bill Hartman

[wmjhartman@gmail.com](mailto:wmjhartman@gmail.com)

### Vice President

Jeff Fabini

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### Secretary

Brietta Williams

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### Treasurer

Sue Jones

[sjones@bstbenefits.com](mailto:sjones@bstbenefits.com)

### Immediate Past President

Kathy Goffer

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### Awards Chair

Jill Jozwik-Maggard

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### Communications Chair

Brietta Williams

[brietta@hartmaninsuranceservices.com](mailto:brietta@hartmaninsuranceservices.com)

### HUPAC Chair

Isaac Campbell

[campbell2345@gmail.com](mailto:campbell2345@gmail.com)

### Hospitality Chair

Nathan Jones

# BENCON

# 2018

#BenCon18

NEIAHU

[Registration is open. Click here to enroll online.](#)

## Upcoming Events

**April Meeting:** 1 hour CE with The Dental Care Plus Group on Dental Insurance with Melita McGill.

**May 3, 2018:** BenCon 2018: Registration is open!  
"Spend a day growing your professional skills and knowledge... Hear from expert speakers on issues impacting today's health insurance and employee benefits industry, including perspectives from the medical, legal, human resource, and insurance communities." [Click here](#) to register.

**June Meeting:** Ethics! Earn 3 hours of Ethics Continuing Education credits at our June meeting.

## LPRT: Late Application Fee Waived for April



There is still time to apply!

"The new and improved Leading Producers Round Table is here!

You may not have qualified for LPRT in the past. 2018 is the year to change that, as we've refined the program.

- The Application: Now simpler than you've seen in the past. 100% online. You no longer have to provide documentation to prove your level. And it's now live: Click [here](#) to complete it today. "

[Broker to Broker: B2B](#)

**Legislative Chair**  
Matt Hatfield  
[matthewhatfield@hotmail.com](mailto:matthewhatfield@hotmail.com)

**Media Relations**  
—

**Membership Chair**  
Justin Harper  
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**Retention Chair**  
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**Professional Dev. Chair**  
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**Public Service Chair**  
Ava Lillmars  
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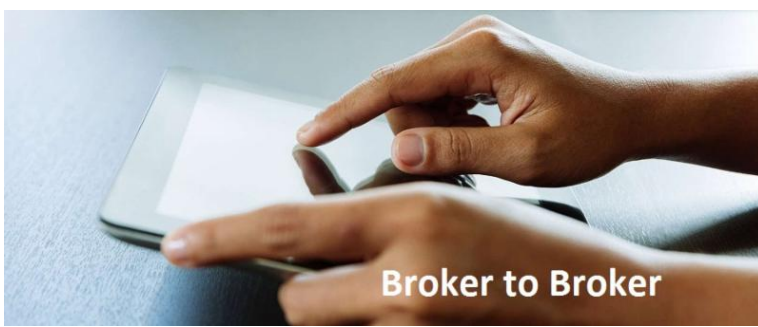
## CONGRATULATIONS!

NEIAHU has met the NAHU criteria to be designated as a Gold level Chapter for 2018 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





It is said that experience is the best teacher. The value of experience cannot be denied but for it to be beneficial, it is absolutely essential that one actually survives the experience. This is what makes B2B an awesome tool.

B2B is a conglomerate of many survivors of innumerable experiences. The most prudent way of learning is acquiring the wisdom gained from others who have already trod the path before you. Life will always be a learning curve but by using the lessons learned by others, this curve can become less of a hill and much, much shorter.

Click [here](#) to continue reading.

## Free CPC Quiz to Maintain your Designation



### Free CPC Quiz to Maintain Your Designation

NAHU is providing an opportunity for America's Benefit Specialist (ABS) magazine readers to acquire [continuing professional credits](#) (CPCs) to maintain REBC<sup>®</sup>, RHU<sup>®</sup> and ChHC<sup>®</sup> designations. Individuals holding these designations are required to self-report 24 CPCs bi-annually in their [Online Learning Institute](#) profile. This 15-question quiz is worth one CPC to those who submit and pass the quiz by April 20. You will need to score 70% or higher to pass.

This CPC quiz is based on three articles from the March 2018 issue of ABS magazine:



[Cobra Conundrums](#) by Robert Meyers, President of ITedium Inc.



[Three Problems with Reference-Based Pricing – and Their Solutions](#) by Alex Tolbert, CEO of Bernard Health



[Marketing Automation and Customer Relationship Management: Why Brokers Need Both](#) by Mike Herrold, Partner of ChannelBound LLC

You may refer to these articles for assistance in passing this quiz.

[Take the Quiz](#)

## REBC Certification



Special Thanks to MedPartners for the use of their Conference room for our monthly board meetings

### Have an Idea?



Is there something that you would like to see in the monthly newsletter? Is there a specific topic that you would like covered? Email the NEIAHU board your ideas by clicking [here](#).

## Benefits Account Manager Certification



This nine-hour course provides account manager professionals with an understanding of the complex and critical role an account manager plays in the health and benefits arena.

Learn more by visiting the [NAHU Certification website](#).

### Member Anniversaries!



Nancy Blake	10
Joe Bevelhimer	9
Mr. Ryan Stoneburner, EPS	9
Scott E. Pearson	5

"Earning the Registered Employee Benefits Consultant (REBC) designation elevates your credibility as a professional. The field of employee benefits continues to evolve rapidly. A year does not go by without [continue reading here.](#)



## Education Foundation



The NAHU Education Foundation helps consumers and communities access and afford high-quality healthcare through educational programs, targeted contributions and user-friendly tools. Click [HERE](#) to learn more.



[HUPAC](#)

Amber R. Frey	3
Brietta Williams	3
Marjorie J. Walter	3
Michael McCarthy	3
Mitch Upchurch	3
Wendy Maggert	3
Benjamin Becker	2
Fred A. Pries	2
Greg MacDonald	2
Scott E. Davis	2
Shellie Lynn Goetz, Esquire, J.D.	1

[Join Our Mailing List!](#)

### NEIAHU Records for Review

Note: Monthly Financial Reports and the Approved 2017-2018 Annual Budget 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](#)

We want to offer a sincere  
**THANK YOU**  
to MedPartners for  
allowing the NEIAHU Board  
to use their conference  
room every month for our  
Monthly Board Meetings.

Board meetings are open to membership and occur the 2nd Wednesday of every month from 8:30 am – 9:30 am.

**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.