



# Northeast Indiana Association of Health Underwriters Newsletter

May 2018

## President's Message

BenCon 2018 was a BIG Success! The team put together an event that hosted just shy of 200. The topics were in an area I am not familiar with. I did take an advantage and spoke with many that did attend, and everyone was well pleased. Kudo's to Kathy Goffer and Amber Frey "co-chairs" and the entire team.

Upcoming events include:

"Ethics in Business"  
3-hours CE: IN #31353; OH #51073  
Presented by: Zach Wilding, LUTCF, DIA, Senior Sales Representative, Employee Benefits

Warmest Regards,

[Bill Hartman](#)  
NEIAHU President  
2017-18

## Upcoming Events

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

**2018 Annual Convention:** June 23-26, Kansas City, MO

**July Meeting:** "Group Medicare Supplements" by Jason McClellan, 2 hours of CE for IN #34295.

Installation of New 2018-19 Board will occur at the July Meeting. We invite you to join us for this special occasion!

## In This Issue

President's Message

Upcoming Events

### 2017-2018 NEIAHU Board

**President**  
Bill Hartman

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**Vice President**  
Jeff Fabini

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**Secretary**  
Brietta Williams

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

**Treasurer**  
Sue Jones

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

**Immediate Past President**  
Kathy Goffer

[kathy.goffer@thehsaaauthority.com](mailto:kathy.goffer@thehsaaauthority.com)

**Awards Chair**  
Jill Jozwik-Maggard

[jjozwikmaggard@phpni.com](mailto:jjozwikmaggard@phpni.com)

**Communications Chair**  
Brietta Williams

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**HUPAC Chair**  
Isaac Campbell

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

**Hospitality Chair**  
Nathan Jones

[njones@bostbenefits.com](mailto:njones@bostbenefits.com)

**August 6-7: Region III Leadership Conference - Cleveland, OH**  
Stay tuned for more details.

## 2018 NAHU Annual Convention



[Click here to learn more.](#)



Annual ISAHU State Convention July 31, 2018

ISAHU is pleased to announce the 2018 ISAHU State Convention this July 31, 2018 at the Nest, 400 Byrd Way, Greenwood, IN 46143.

As a member, you're getting 48-hours advance notice to get your tickets!

Public sales start Wednesday, May 23, 2018.

[Click here to find out more!](#)

### Legislative Chair

Matt Hatfield  
[matthew.fhatfield@hotmail.com](mailto:matthew.fhatfield@hotmail.com)

### Media Relations

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### Membership Chair

Justin Harper  
[justin\\_harper@us.aflac.com](mailto:justin_harper@us.aflac.com)

### Retention Chair

Dawn Fair  
[collaborativesolutions4u@outlook.com](mailto:collaborativesolutions4u@outlook.com)

### Professional Dev. Chair

Cindy Trahin  
[cktrahin@gmail.com](mailto:cktrahin@gmail.com)

### Public Service Chair

Ava Lillmars  
[ava@proclaimplus.com](mailto:ava@proclaimplus.com)



## 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





Date: August 6, 12:00 pm to August 7, 12:00  
Hotel: Metropolitan at the Nine  
2017 East Ninth Street Cleveland, Ohio

- See the *Cleveland Indians* play
- Visit the Rock and Roll Hall of Fame
- World class dining on E. 4th Street
- Visit [www.clevelandplus.com](http://www.clevelandplus.com) for more to see and do!



**Member Anniversaries!**



|                 |         |
|-----------------|---------|
| Connie Racette  | 8 years |
| Jessica Clayton | 6 years |
| Dana Blose      | 5 years |
| Jeff Fabini     | 5 years |
| Dotty Wiggin    | 3 years |
| Amber Fiess     | 1 year  |
| Amy Hallaert    | 1 year  |
| Holli Hattery   | 1 year  |
| Dawn Fair       | 1 year  |

**Education Foundation**

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 new sletter? Is there a specific topic that you would like covered? Email the NEIAHU board your ideas by clicking [here](#).

**Benefits Technology Certification**



The three-hour Benefits Technology Certification program will give you essential understanding of the various types of products and services available, how to assist your client with the discovery process about their known and unknown needs, helpful guidance on how to avoid the pitfalls associated with implementation and how to discuss associated costs.

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

Join Our Mailing List!

**NEIAHU Records for Review**

Note: Monthly Financial Reports and the Approved 2017-2018 Annual Budget are available for review.

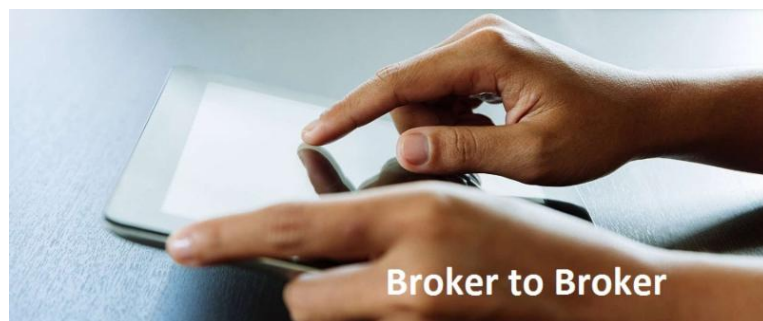


The NAHU Education Foundation helps consumers and communities access and afford high-quality healthcare through educational programs, targeted contributions and user-friendly tools. Click [HERE](#) to learn more.



HUPAC

**Broker to Broker: B2B**



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.

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.

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.