



Northeast Indiana Association of Health Underwriters Newsletter

August 2018

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2018-2019 NEIAHU Board

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President's Message

Greetings, I trust this finds everyone well!

Man does time fly when you are having fun. Since becoming president July 1, it has been a whirlwind of activity. Traveling to Kansas City, Indianapolis, and Cleveland for training while squeezing in presidents calls, local board training, committee meetings, member meetings, and, oh yeah, work!

Exciting things are happening at NEIAHU:

Our Golf outing is shaping up very nicely. The AFLAC Grammy bus will be in attendance, Summit City Chevrolet is providing a BRAND NEW CHEVY CRUZ for one of our hole-in-one give-aways, as well as several other very nice prize opportunities such as a YETI package, a set of golf clubs, and \$500.00 worth of golf apparel.

Our wildly successful BEN CON event last year has been put on the calendar again for April 18, 2019 and planning is under way. The committee is taking shape and three National speakers have been secured.

This board and all the committees are working very hard and we take the responsibility our members have entrusted us with very seriously.

So come join us for one, or all, of our events but be warned...our enthusiasm for what we are doing is contagious. You too will want to be on this ride! YOGA and Chocolate anyone?

Live Free, Be well, Get Involved!

Respectfully,

Jeff Fabini
NEIAHU, President
2018-19

Upcoming Events

[September 14 NEIAHU Golf Outing](#): Brookwood Golf Course

[September 17](#): Monthly Meeting: New Health Care Model presented by Oak Street Health

October 4: Annual Awards Banquet! Stay tuned for more details...

[October 15](#): Monthly Meeting: New Tax Laws for Business Owners, 1 hour CE (pending)





SAVE THE DATE:
Friday, September 14, 2018

NEIAHU's Annual Golf Outing is back!
Register soon, only 3 team slots still available!

[Click here for more information](#)



NEIAHU is proud to sponsor a different non-profit company at each of our monthly meetings. August was Paul's Place. Shown here is the founder, Amy Alfaro, accepting a check from NEIAHU for \$150. You can learn more about this organization by visiting <https://www.paulsplace.org/>

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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!

Region 3 Leadership Meeting - August 2018

2018-19 Corporate Sponsors



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](#).

Individual Health Ins. Certification



Learn the ins and outs of the Individual Health Insurance market through four online instructed one-hour webinar modules.

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.

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 Aflac 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

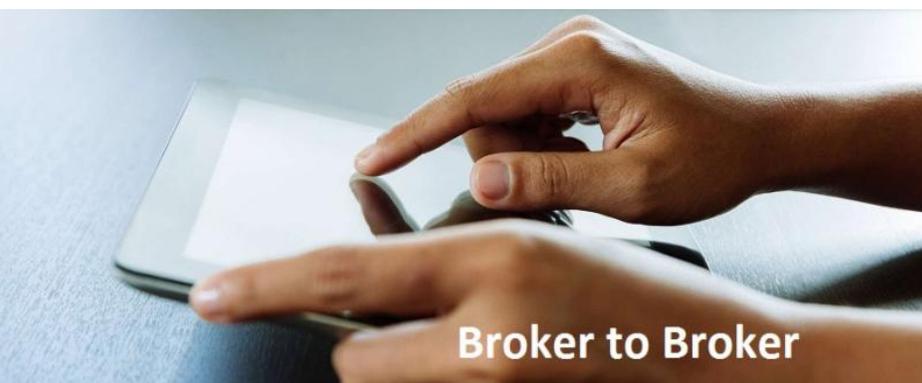
NAHU will improve its member's ability to meet the health, financial and retirement security needs to all Americans through education, advocacy and professional development.

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.



[Broker to Broker: B2B](#)



Broker to Broker

It is

HUPAC

Education Foundation



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.



From NAHU Professional Development



Does Your Agency Meet HIPAA Requirements?

Use promo code "NAHU2018" to receive a 10% discount on HIPAA Prime™

A number of large health insurers are requiring all of their insurance agencies to sign a more stringent Business Associate Agreement (BAA), which includes provisions related to the

agency's ability to demonstrate to the insurers' satisfaction that HIPAA Privacy and Security protections are in place.

This heightened attention to HIPAA Privacy and Security by the carriers is not surprising given the significant number of breaches that have occurred within the last few years. What is new is the clear intent to expect agents and brokers to prove their own activities to conduct a risk assessment, perform training, and have policies and procedures in place concerning the privacy and security of the health information in their possession. Carriers are taking this very seriously and have indicated that if agencies cannot illustrate they have proper security safeguards in place, they will be left with no choice but to terminate their business relationships with those agents.

NAHU strongly encourages members to carefully read any BAA to understand what is expected of you and to take the necessary steps to be in full compliance with the law. We have been anticipating this for some time and have an endorsed product from Total HIPAA. HIPAA Prime™ meets the requirements each carrier has outlined for agencies. It provides all elements of compliance, including training, risk assessment, policies and procedures and other tools you need to implement the required elements of HIPAA Privacy and Security for your agency. In addition, if you are looking to become more knowledgeable about the expectations under the HIPAA rule, NAHU's HIPAA Privacy and Security Training 2.0 Certification Course thoroughly explains the HIPAA laws using real examples in an engaging multi-media format featuring David Smith, a nationally recognized HIPAA and benefits expert.

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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.