



# Northeast Indiana Association of Health Underwriters Newsletter

September 2018

## President's Message

Greetings, I trust this finds everyone rested and prepared for the fourth quarter!

Summer is winding down and Fall is soon to be upon us, where does time go? Cool days are coming, boat rides will require jackets, and cottages/ lake homes are being prepped for winter hibernation. All this leads to a busy yet satisfying quarter of professional activity.

Labor Day being the unofficial last weekend of the summer allowed us to prepare for what's ahead. This is the time of year where those in the Senior market don't get a chance to sleep, those in the group market are managing renewals and taking advantage of new opportunities, and if you are in the individual market you are just hoping the carriers stick around for another year so your clients can secure coverage. No matter which market or markets you serve, your service to your clients is needed now more than ever. Remain professional and diligent in your service to your clients and prospects, for we are the face of NAHU on a local level.

With this busy 4th quarter hopefully you will still find time for Health Underwriter activities. We have a 'meet the candidates' at our monthly membership luncheon on the 17th. We will have monthly membership meetings every month through the end of the year.

As always we are here to serve you, the members. Should you have any questions or comments please feel free to share.

Respectfully,

Jeff Fabini  
NEIAHU, President  
2018-19

## Upcoming Events

**September 17:** Meet the Candidates!

**October 15:** Monthly Meeting - Presented by Joshua Powell, 1 hour CE pending, Social Media

**November 19:** Monthly Meeting - Recorded Webinar by Janet Trautwein, 1 hour CE pending, Post Election Updates

**December 17:** Monthly Meeting - Presented by Bill Hartman, 1 hour CE pending, Overview of NAHU and NEIAHU websites

## In This Issue

President's Message

Upcoming Events

### 2018-2019 NEIAHU Board

#### President

Jeff Fabini  
[neiahupresident@gmail.com](mailto:neiahupresident@gmail.com)

#### Vice President

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#### Secretary

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#### Treasurer

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Bill Hartman  
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#### Awards Chair

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#### Communications Chair

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#### HUPAC Chair

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#### Hospitality Chair

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#### Legislative Chair

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#### Membership Chair

Justin Harper  
[neiahumembership@gmail.com](mailto:neiahumembership@gmail.com)

#### Retention Chair

Tami Meeks

# MEET THE CANDIDATES

## YOUR VOTE COUNTS

This Monday is your opportunity to meet several local candidates and ask questions regarding our industry. Come prepared and ready to interact!

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

Professional Dev. Chair  
Lisa Petrovas  
[neiahuprogams@gmail.com](mailto:neiahuprogams@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!

### 2018-19 Corporate Sponsors



### September's Free CPC Quiz to Help 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 September 20.** You will need to score 70% or higher to pass.

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



### 15% Off NAHU Certification Courses Buy Now and Study Later!

Use promo code "FA2018LL" to take advantage of this offer of 15% off NAHU certification courses before October 31.

Too busy to study with open enrollment around the corner? No problem! NAHU professional development offerings can be purchased now and taken later. You have one year to complete the training once it's purchased. You can do that!

NAHU's Online Learning Institute offers:

- Self-paced virtual learning, available 24/7
- A printable Certificate of Achievement for each course and logo to better market your expertise
- Courses eligible for continuing education credits and designation renewal credits (REBC, RHU, and ChHC)

EXPLORE COURSE OFFERINGS

Visit the [NAHU website](#) for more information on our certification courses, including the Advanced Self-Funded Certification, HIPAA Certification and Medicare Certification, among others.

Join Our Mailing List!

[Millennials' Financial Stress and the Benefits They Want](#) by Christy DeFrain, Vice President of Sales and Account Management at Purchasing Power

[The Top Five Insights into the IRS Enforcement of Employer Shared Responsibility Penalties](#) by Elizabeth Raggio, J.D., Compliance Counsel at ETC Companies

[Get Up To Speed With Offering Self-Funding as an Option](#) by Darick Bradford, Sales Consultant at Stamark and Trustmark Life Insurance Company

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

### NEIAHU Annual Golf Outing!



### NEIAHU Records for Review

Note: Monthly Financial Reports and the Approved 2018-2019 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.



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### Education Foundation

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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.



[NEIAHU: FaceBook Page](#)



