

Coastal Bend Association of Health Underwriters



August, 2004

Executive Board

President	Denise Villagran
President Elect	Patricia O'Brien
Past President	Laura Hebert
V. President	Gillian Spengler
Treasurer	Elsie Gaertner
Secretary	Norma Burke

CALENDAR

August

3rd	CBAHU Board Meeting 11:30am
6th	NAHU Region VI Meeting St. Louis
10th	CBAHU Luncheon 11:30a.m. Town Club CE Pogram 1:30

September

7th	CBAHU Board Meeting 11:30am
14th	CBAHU Luncheon 11:30a.m. Town Club CE Program 9:00

Inside this issue:

President's Message	1
Membership Blitz	2
Last Chance	2
Care Corner	3
Meeting Notice	4
Program Calendar	5

President's Message

Dear CBAHU Members,

I attended my first TAHU Quarterly Board meeting as the CBAHU Chapter President in July. The year is off to a great start. Statewide Chapters are planning CE courses, membership drives, sales symposiums, membership campaigns, and legislative activities. The Houston Chapter is especially busy with the TAHU State Convention to plan. Next year's theme will be "How Sweet It Is" in keeping with its location in Sugarland, Texas.

Our Chapter is on track with our first Sales Symposium Planning meeting on Wednesday, August 4. Please join us at the Corpus Christi Country Club from 3:00 – 5:00 p.m. and assist with planning the topics and pursuing sponsors. The more members that partici-

pate in the planning, the more successful this event will be.

The July luncheon was one of the best-attended luncheons this year with more than 50 participants. Thank you to Leo Barrera, our Legislative Chair for his update. The Hurricane Preparedness program provided by Roy Pell proved it is best to be informed and prepared about this very real threat to our coastal community. The 3-hours of CE after our lunch program was a success. Everyone that stayed for this program had positive feedback to share. It was a great opportunity to learn very valuable and up to date information about Consumer Driven Health Plans.

I encourage each of you to recruit new members. Do not forget our membership



drive is planned through the end of the year. Cash prizes will be awarded to those members that recruit the most new members during the contest period. We introduced one new member during July's luncheon, Maryanne Simonelli. She is an independent agent and has already volunteered to help with the Sales Symposium. Go Maryanne!!!

Please let any Board Member or myself know if you have any suggestions or ideas to share. Have a great month and I look forward to seeing everyone at the luncheon.

Denise S. Villagran
CBAHU - President

Continuing Education Credits

“ETHICS -- The NAHU Way”

Speaker: Sarah Canez, RHU

Town Club - Bay Room 3

Tuesday, August 10th — 1:30pm to 3:30pm

\$30.00 CBAHU Members/\$50.00 Non-Members

Don't forget to bring your TDI License Number

CBAHU NEW MEMBERS

Full Membership

William Dodge, III— The Dodge Company
Maryanne Simonelli — David Perry & Associates
Barbara Baros — AFLAC

Associate Membership

Shannan Phillips — Kelly & Honeycutt, Inc.

CBAHU THANK YOU'S!

Thank you to *Roy & Debbie Pell* with **Colonial** for sponsoring the August meeting.

Thank you to *Gillian Spengler* for donating the **GRIP** gift for the August meeting.

Thank you to *Laura Hebert* and *Tricia O'Brien* for agreeing to be our Care Chairs.

PLEASE SUPPORT YOUR CHAPTER

“Every man owes a part of his time and money to the business or industry in which he is engaged. No man has a moral right to withhold his support from an organization that is striving to improve conditions within his sphere.”

Theodore Roosevelt

MEMBERSHIP BLITZ 2004

WOW, where did the summer go? I'm sure you are asking yourself the same question. Now that Fall is soon to be upon us, we all will be back to the doings of that season. But there is one thing that does not know a season and that is CBAHU Membership Recruiting. How are you doing with your asking? Asking what you say? Asking your fellow associate agents and Company sponsors to become

members of CBAHU. We launched the **"Membership Blitz"** contest at our last luncheon meeting. Our goal is to increase membership by 15%, which is ONLY 10 new members by November's luncheon meeting. We are giving away \$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$. After we have met our goal, the **FIRST PLACE** prize to the member who recruits the most is **\$150.00**, **SECOND PLACE** prize is **\$100.00**, and **THIRD PLACE** prize is **\$50.00**.

These prizes will be awarded at our December Christmas Party. So ASK, ASK, ASK. Do look for the quote in this newsletter from Theodore Roosevelt and take his "Words of Wisdom" to heart. See you at the August luncheon.

Terri Chavarry
Membership Chair



LAST CHANCE - WE NEED YOUR HELP!

The **CBAHU BACK-TO-SCHOOL ACTIVITY** is in it's final phase. School starts this Thursday, August 12th! **We are \$450 short of reaching our goal of \$1000.** Each year we provide school supplies, a back pack & a set of school clothes. This



year our case worker, Cindy Morales, has furnished us a list of the children she supervises...some 25 in all...so we need a lot of participation from our membership. It is very important that the children of this community that need our help can count on us. Please help those

less fortunate by making your donation at the August luncheon. You can do so by check, made payable to the CBAHU. Thanks so much for your generosity.

Leo Stakemiller
Public Service Chair



THIS IS YOUR NEWSLETTER

If you have anything you would like to contribute to the newsletter, please send your emails to dkpell@sbcglobal.net. I would greatly appreciate your input.

Debbie Pell
Newsletter Chair

RIDE THE WAVE
to our CBAHU Sales Symposium.

Wednesday, October 13, 2004
8:30 at the Solomon Ortiz Center

6 Hours CE Credits

Sponsorship Opportunities Available

For sponsorship information, contact Diane Lee at 361-887-7630.

Don't Keep NAHU a Secret!

FYI— Inside some issues of the HIU magazines, there is a trial subscription form. If you have a friend or associate that you would like to introduce to Health Underwriters, HIU will send them three (3) FREE issues. This is a great recruiting tool for our local chapter as well. If that person ultimately joins NAHU, you will receive credit for recruiting him or her.

Mexican-Americans in Nueces County at Greater Risk of Stroke

A two-year study conducted in Nueces County found Mexican-Americans have a greater risk of stroke than their non-Hispanic, white counterparts.

The population-based study, supported by the National Institutes of Health and conducted by researchers from the University of Michigan Stroke Program, recorded 2,350 strokes in people 45 and older, 54 percent of the strokes in Mexican-Americans. Depending on age, the study found Mexican-Americans had between a 15 and 110 percent higher stroke risk than non-Hispanic whites.

Researchers identified Mexican-Americans as the largest sub-group of Hispanics.

Lewis Morgenstern, the study's author and director of the University of Michigan Stroke Program, presented the study details and conclusions at the American Academy of Neurology's annual meeting in San Francisco.

Taken from Caller Times article by Leanne Libby on 4/27/2004.

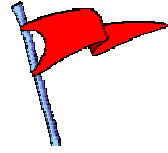
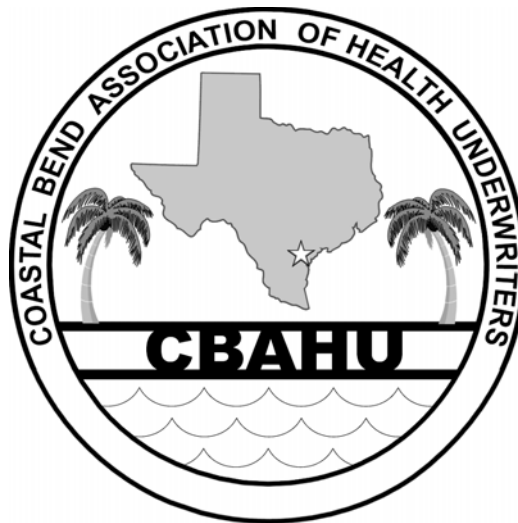
Care Corner

Laura Hebert and Tricia O'Brien have graciously accepted the position of *Care Co-Chairs*. This position has been created to allow people the opportunity to share with each other. It is a place for congratulations, condolences, get well soon, or anything else you would like to convey. If you have



an event you would like us to know about or know someone who needs some cheering up, please forward the information to Laura at laura@arvakinsurancegroup.com or Tricia at patricia.o'brien0001@hcahealthcare.com.

Thanks for caring!



Note Room Change

Coastal Bend Association of Health Underwriters Luncheon

Tuesday, August 10, 2004
 The Corpus Christi Town Club
 800 N. Shoreline Blvd.
“Grill Room”
 Corpus Christi, Texas 78401

**Guest Speaker: Ron Kitchens , President & CEO
 Economic Development Corporation**

Sponsor: Colonial Insurance / Roy & Debbie Pell

IMMEDIATELY FOLLOWING THE LUNCHEON: 1:30pm to 3:30pm

Guest Educator: Sarah Canez Topic: Ethics
(2) hour CE program Cost: \$30.00/\$50.00

Special Program Item: Child Protective Services “Back to School” Program

School starts early this year...August 12th!!! CBAHU is pleased to support the children of the Coastal Bend; this year we have 25 kids (ages 5-16) and our goal is to raise \$1,000.00 or \$40.00 per child. This will provide one new outfit, a backpack and school supplies for each child. You may bring your donations (cash, school supplies) to this meeting. If donation will be by check, please make payable to CBAHU. We are \$450 short of our goal so please help us make this possible.

Registration at 11:30am

Buffet opens at 11:45am

\$15.00 per member with RSVP \$20.00 per member if no RSVP

\$15.00 per guest of member with RSVP (single visit)

\$20.00 per non-member/guest

Please RSVP to Beth Ott at 887-7688 by 12 noon August 6th in order to receive the member discount.

Please note: Any member who submits an RSVP and is a “no-show” will be billed for the luncheon. All CBAHU Board members are automatically registered; please decline if you are unable to attend.

2004
CBAHU PROGRAM AND EDUCATION CALENDAR

August 10th:

Location: C.C. Town Club: Crystal Rm.

Lunch Guest Speaker: Ron Kitchens, President & CEO
Economic Development Corporation
Sponsor: Colonial Insurance, Roy and Debbie Pell

Immediately following the luncheon:

1:30pm to 3:30pm
(2) Hour CE Program: Ethics
Guest Speaker: Sarah Canez
Cost: \$30.00 CBAHU Members
\$50.00 Non-Members

September 14th:

Location: C.C. Town Club: Crystal Rm.

9:00am to 11:00am
(2) Hour CE Program: "COBRA Update"
Guest Speaker: Ouida Peterson
Cost: \$30.00 CBAHU Members
\$50.00 Non-Members

Lunch Guest Speaker: Ouida Peterson, (1) hour CE program
Sponsor: TBA

October 13th:

Location: Solomon Ortiz Center

Sales Symposium

(6) Hours of CE will be offered, including the following:

Hank Kearney, PHM International –
"Seller Beware" (2) Hour CE program
Carol Bailey, Pharmacy Benefit Consultant, AELRx –
"Rx Strategies..." "The Bitter Pill" (2) Hour CE Program

November 9th:

Location: C.C. Town Club: Crystal Rm.

9am to 11am
(2) Hour CE Program: Mark Bellman/Humana:
Self-funding: Why? What? Who?"
Cost: \$30.00 CBAHU Members
\$50.00 Non-Members

Luncheon Guest Speaker: TBA
Sponsor: TBA

December 14th:

Location: Solomon Ortiz Center

Holiday Party and "Honor Your Own"

Guest Speaker: Laura Harris/Allstate
Sponsor: TBA