

Coastal Bend Association of Health Underwriters



October, 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

October

| | |
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| 5th | Board Meeting 11:30a.m. |
| 13th | Sales Symposium 8:30a.m.—5:00p.m. Solomon Ortiz Center |

November

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| 2nd | Board Meeting 11:30a.m. |
| 9th | Member Luncheon 11:30a.m. |

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President's Message

Dear CBAHU Members,

It is the last quarter of the year. This is a very busy time for most of us and the CBAHU Board is no exception. Several members of the Board have been very busy finalizing plans for this year's Sales Symposium, "Ride the Wave". Everything is set for Wednesday, October 13th and we hope to see everyone take advantage of this outstanding opportunity for Continuing Education, Networking, visiting with Vendors, and support of your local Coastal Bend Association of Health Underwriters. It is not too late to register, but the sooner the better!

Our membership campaign continues to pick up speed. The contest period will end soon and there is still time to help recruit new members. There is \$300 in prize money to be awarded. Robbie Burgess with United HealthCare recently agreed to become our membership retention chair. She will be responsible for contacting those members with a lapsed membership and assist them to re-join.

The September CE and luncheon program was successful. I heard many positive comments about one of our favorite guest speakers, Quida Peter-



s o n . Her programs are always lively and we all walk away knowing more. There are CE's scheduled around our November luncheon and plans are underway for our Holiday luncheon in December.

I will be representing our Chapter at the Quarterly TAHU Board meeting in Austin later this month. Look for my report in the November newsletter. Have a great month and I look forward to seeing you all at the Symposium

Denise S. Villagran
CBAHU - President

REMINDER

CBAHU's Sales Symposium is only a week away!!! If you have already registered, we look forward to seeing you there! If you have not already registered, you can fax your registration to Elsie Gaertner at 361-887-0719 or mail to:

***CBAHU
c/o Elsie Gaertner
P.O. Box 2020
Corpus Christi, Texas 78403***

This is a great opportunity to get your CE's and you can mingle with your peers at the same time!

MEMBERSHIP BLITZ 2004

Keep Up the Great Work GANG!!!

We rank #1 in the State of Texas with the most new members as a small chapter since the TAHU started their membership drive 5/1/04. You are doing a great job of ASKING and following up on those prospective members. There are nine other small chapters in our state we are up against, so keep on keeping on.

Do make every effort to invite prospective members to our Symposium on October 13th

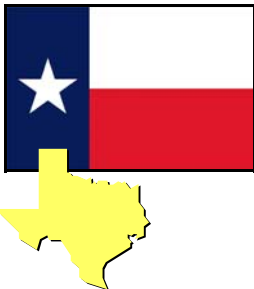
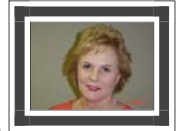
at the Ortiz Center. It will give a much broader perspective for our guests to see what CBAHU is all about and how we go the "extra mile" to help our members be successful in their careers. There will be lots of vendors and great CE's to round out the day with a wealth of knowledge to assist us in our business.

I appreciate all the ideas that I have received on helping you recruit those new members. Remember that there is "Strength in Numbers", so lets all get those numbers of new members up so we can remain on the "Top rung of

the Ladder" above those other Texas Chapters.

See you at the Symposium.

Terri Chavarry
Membership Chair



"TAHUPAC CAN BE FUN"... just ask President, Denise Villagran and Past President, Laura Hebert. Here, they deliver support and encouragement on behalf of CBAHU to Terry Arnold, candidate for State Representative, District 34.



We are now working on Christmas contributions for our assigned children with Child Protective Services. Our plan is to have the list of children's names and their subsequent "Wish Lists" on display at the CBAHU table at the Sales Symposium.

Just look for the Christmas tree!

Please support this project to help these children of our community during this very special time of the year.

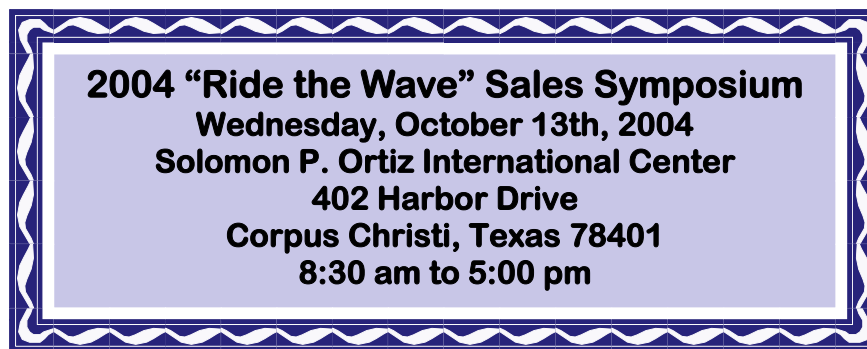
Thank you for your continued service and contributions.

Leo Stakemiller
Public Service Chair



Greetings from your President-Elect!!!

Get ready to "Ride the Wave"!!! The planning committee has put together an excellent educational program, one you cannot afford to miss. So get those PDAs and calendars out and lock in the date.



A total of 6 hours of Continuing Education will be provided. Registration begins at 7:30am and the Program will begin promptly at 8:30 am. The tentative agenda includes the following distinguished speakers:

Lloyd Neal, Mayor of Corpus Christi

Welcome Remarks

Hank Kearny, PHM International

"Seller Beware"

Carol Bailey, RHU
Pharmacy Benefit Consultant

"RX Strategies . . . The Bitter Pill?"

Thomas J. Montgomery, President/CEO,
Wellspring Healthcare, Inc.

*"Managing and Reducing Insurance
Costs Through Wellness and Other
Preventive Programming"*

Rick Ott, Rick Ott & Company Insurance

"Texas Risk Pool"

For registration forms and additional information, contact Tricia O'Brien at 361-980-5258 or Erika Escobedo-Benson at 361-852-2962.

I look forward to seeing you in October. As always, thank you for supporting CBAHU!

Sincerely,

Tricia O'Brien
President-elect, CBAHU



Thanks for Caring!

Best wishes to Craig Firestone, husband of **Laura Firestone**, TAHU Executive Director, who underwent successful cancer surgery last week. You may send get well wishes to Craig at P.O. Box 381506, Duncanville, Texas 75138-1506.

Our condolences to **Suzanne Wood** on the loss of her husband, Richard. Our prayers are with you and your family.

Welcome back to **Laura Hebert**. Thanks from Laura for all the wonderful cards and flowers.

If you have an event you would like us to know about or know someone who needs some cheering up, please forward your information to Laura at laura@arvakinsurancegroup.com.



CBAHU NEW MEMBERS FOR 2004



FULL MEMBERSHIP

February

Hilna Langston—Humana
Gillian Spengler—Independent Agent

April

Norma Rae Burke—Independent Agent
Jennifer Pipkin—Sun Life Financial
Scott M. Baker—Baker Benefits Adm.

May

Charles “Todd” Benson—Butch Escobedo Ins.
Erika Escobedo-Benson—Butch Escobedo Ins.

June

William D. Dodge, III—The Dodge Company

July

Maryanne Simonelli—David Perry & Assoc.
Barbara Baros—AFLAC

AFFILIATE MEMBERSHIP

February

Dayton Hoffman—Standard Insurance
San Antonio, Texas

June

Judy Deck—Shenandoah Life Insurance
Austin, Texas

September

Robert Ward—Houston DI Center
Houston, Texas

ASSOCIATE MEMBERSHIP

July

Shannan Phillips—Kelly & Honeycutt, Inc.

KNOW YOUR BOARD MEMBERS



Terri Chavarri Membership

I am a native Corpus Christian, born and raised. I grew up on the south side near what is now the Sunrise Mall and attended Catholic schools. I graduated from Incarnate Word Academy in 1967. I attended Del Mar college and what was at the time Texas A&I in Kingsville.

I have been in sales since 1978 when I became a consultant with Mary Kay Cosmetics. This allowed me to build a career as well as raise my two sons. I advanced up the ladder to Sales Director and “yes” I drove one of those “pink” cars. Hey, don’t knock the “pink” cars, we Directors smiled all the way to the bank.

In 1992 I decided to leave the cosmetics industry and pursue a career in the Insurance industry. Sales are Sales, right? I owe my training and perseverance in the insurance industry to what I learned through Mary Kay Cosmetics and will always be grateful for that opportunity.

I am an Independent Benefits and Financial Advisor insuring the lives of the public through ALLSTATE WORKPLACE DIVISION, ING/RELIASTAR, AIG & UNICARE to name a few.

I am married to Richard, who is the Clinical Supervisor/Family Therapist for the Navy Fleet and Family Support Center in Ingleside. I have 2 sons and 3 grandchildren that thank God I am able to live within 3 miles of them in Calallen, Northwest Corpus Christi.

At this time, until October of this year, I am the President of the Diocesan Council of Catholic Women in Corpus Christi. My main duty is to direct the Catholic women of this Diocese to assist Bishop Edmund Carmody in his work for this Diocese.

I am looking forward to this term of being the membership Chair for CBAHU, for I really appreciate the benefits and support this association has given me and I believe the time had come to give back.

2004
CBAHU PROGRAM AND EDUCATION CALENDAR

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