

Coastal Bend Association of Health Underwriters



October, 2005

CALENDAR

OCTOBER

11th Surfing for Success
Sales Symposium

NOVEMBER

1st CBAHU Board Meeting

11th Monthly Luncheon
C.C. Town Club



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PRESIDENT'S MESSAGE

Dear CBAHU Members,

We have made it to our final quarter and I know everyone is very busy working towards meeting their goals for the year. CBAHU is no different. The Board of Directors has been hard at work finalizing details on this year's sales symposium "Surfing for Success". A marvelous program has been developed. State Representative Gene Seaman will kick off the program, the National Award Winning Jr. ROTC from Flour Bluff ISD will present the colors, we have six (6) CE's, including Ethics and Medicare Part D, a large group of vendors and sponsors, door prizes awarded throughout the day, and a motivational program at lunch featuring Bobbi Sims titled "Don't Let Them Crumble Your Cookies". The Board and I look forward to your participation.

We will be kicking off our new membership drive for this last quarter. Money prizes will be awarded once we reach our goal of ten (10) FULL members. The contest period runs from October 1 through December 7th. See Terri Chavarry's article within this newsletter.

As part of our goal to inform our clients and fellow industrial partners of the mission of CBAHU and why they should do business with our members, we will be publishing a listing of our FULL members within the Corpus Christi Caller Times. This is our way of explaining the professionalism of our members due to their knowledge of industry standards, legislation, community service, and up to date education. In



order to be included, please confirm you membership is up to date. You can do this by checking in at the membership table at the symposium.

I know most of you are aware of the loss of one of our members, Maryanne Simonelli-Perry, late last month due to an accident. This loss has touched many of

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2005 OFFICERS

Executive Board

President	Denise Villagran	Denise.Villagran@ahllcorp.com
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Vice President	Robbi Burgess	rburgess@uhc.com
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Secretary	Michelle Nichols	mjjce@earthlink.net

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Media	Kelli Champion	clbgagency@aol.com
Public Service	Andrea Chisolm	andrea@brownbrown-assoc.com
Newsletter	Debbie Pell	dkpell@sbcglobal.net
Web Master	Todd Benson	Todd@BEInsures.com
Sponsorship	Diane Lee	rdlee2@aol.com
Speakers	Erika Benson	Erika@BEInsures.com
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Trustees

Laura Hebert	laura@arvakinsurancegroup.com
Kathy Greene	kgreene@stx.rr.com

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us personally that knew and worked with her. I feel very fortunate to have met Maryanne, worked with her, and observed the happiness she felt with her grandchildren and her new husband, David. Maryanne gave a great deal of herself. She was very active in her community and was an active participant in several organizations. It is tragic when someone so kind and giving is taken so suddenly.

Maryanne's funeral service came at a time when our City was under a mandatory evacuation due to the threat of Hurricane Rita. Many of us were not able to pay our respects at her service, but plans are under way to hold a memorial service later this month. Information regarding this event is listed within this newsletter as well as efforts to raise funds for a public walking/biking trail on the Island in her name, Maryanne's Way.

The holiday season will be upon us shortly. As plans are confirmed for programs in November and December we will send out blast emails to everyone and post the information on the website. If you have any ideas about CE's, program speakers, or luncheon sponsors, please let Erika Benson or any Board member know. I appreciate the opportunity to be of service and look forward to a successful symposium.

Sincerely,

Denise S. Villagran
CBAHU - President

LEGISLATIVE REPORT

By: *Leo R. Barrera, Jr.*
Legislative Chair

In our September Luncheon meeting, our TAHU leadership made us aware of our PAC fund and the major initiative to grow the fund in order to increase our industry visibility. Monies to the PAC are used to contribute to candidates and office holders who share our ideals and are supportive of our Agenda to insure cost effective health insurance for the citizens of this state.

Our local Association will be focused on achieving 100% participation from our membership. Your contribution to the PAC insures that our industry will continue to be represented with effective legislation that will benefit our insureds and raise the level of awareness of what we do for our customers. There are several options that will allow steady and flexible contribution to meet your budget requirements.

Rick Ott, our President-Elect, referenced our contributions as “insuring our jobs for the future”. This is a profound thought. Your participation will help promote and safeguard your future, our future as well as increasing this chapters visibility within the State.



Please do your part to insure the momentum that this Chapter is creating continues. This Chapter is you and a reflection of our efforts. Don't forget the Symposium on October 11th. Talk it up with your colleagues and encourage them to come and pick up end of the year CE hours.

Your commitment is greatly appreciated in support of promoting insurance professionals.



PUBLIC SERVICE

By: *Andrea Chisolm,*
Public Service Chair

The past two months sure have made us realize how quickly things can change in an instance. The events we have experienced made us all realize just how much difference even one person can make in someone's life. Everyone in the Coastal Bend area can take pride in its citizen's monetary and volunteer response to Hurricane

Katrina and Rita.

As we end summer, or so they say, the weather sure doesn't seem to know it – our thoughts are brought to the beginning of the holidays. I will have a list available, of 30 children who will not have a very Merry Christmas without our help, by middle of October. The members of our association have always made a great effort to make sure that every child gets their Christmas wish fulfilled.

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MEMBERSHIP

By: Terri Chavarri

Have any of you seen the Weather Channel in the last 2-3 days and noticed that MOTHER NATURE is starting to color the trees up north with her FALL FOLIAGE?

Thank God for the relief in the temperatures we are soon to feel with the onset of the new season. Even though we are soon to be in that "hustle and bustle" time of the year, we cannot lose sight of our ongoing need to invite our fellow agents and carriers to join CBAHU.

We are all focusing on the up and coming SALES SYMPOSIUM which helps all of us to grow and learn what is going on in our industry. It is also the time to invite other prospect members to come and "Scope Us Out" and consider joining CBAHU. So please be "pro active" and invite someone as your guest to this great opportunity for learning. Remember, we only receive when we give of our time, talent and treasures in helping others get what they want. CBAHU is truly meeting that life and business vision.

How about you? Do you see the "vision" that being a member of CBAHU offers to your future and those you do business with each day? If not put on your "Rose Colored (or Fall Colored) Glasses" and see the beauty and vision around you.

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The Corpus Christi DHS Permanent Guardianship Department – this department is presently responsible for about 80 children who have become wards of the state – has made a request. As the children are adopted, average of 6-8 per month, it is so nice for them to be able to take what few belongings they have in a backpack or piece of luggage, instead of a cardboard box, to their new home. Please contact me if you have or know of anyone who has a new/gently used backpack or luggage that they would like to donate and I will arrange to pick it up.

There are several new public service projects I am researching for our association to become involved in. I always appreciate and would like to know of any organizations or projects that need help. Please contact me if you have any ideas or suggestions.

MEMORIAL SERVICE



Mary Ann Simonelli-Perry
October 16, 2005
Padre Island Country Club
Time to be Announced



"Surfing for Success"

CBAHU Fall Sales Symposium
October 11, 2005

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