

Coastal Bend Association of Health Underwriters



September 2009

CALENDAR

August 4th BOD Meeting
August 12th Monthly Luncheon
September 1st BOD Meeting
September 11th Sales Symposium



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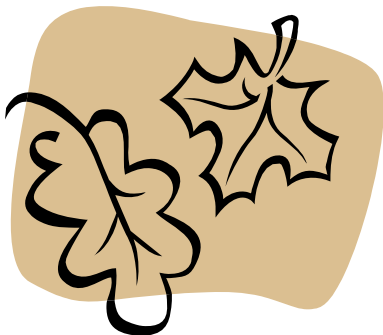
Members Notes

Public Service



Presidential Ponderings...

September was a good month for CBAHU, as we had our Sales Symposium on September 11, 2009 at the Hilton Garden Inn. It was a great success thanks to Polly Harris and her committee and all those that pitched in to help. This year we again offered 6 hours of continuing education for members. There was an excellent speaker for the regular luncheon meeting. Mr. Richard Raup, President & CEO with Business Administrators & Consultants (TPA) spoke about health care reform from a different angle that seemed to be well-received by those attended. Also, late in August, James Duerr, up-coming candidate for Congress, opposing Solomon Ortiz, held a Town Hall Meeting at the Solomon Ortiz Center (what a pun). We were asked to have a representative's from CBAHU on a panel for citizens to ask questions to learn more about what the Government is doing to health care. Our very own, Rick Ott and Leo Barrera were part of the panel with two local doctors. They did an excellent job in representing us and our industry at this function. There were quite a few of our members in attendance at this meeting and I want to thank each and every one of you for taking the time to be there. Additionally, on September 17, Heavin & Associates, my employer, held a lunch and learn seminar also at the Solomon Ortiz Center. The topic was "What You Need to Know about Healthcare Reform". Our guest speaker was Dave Racer. I also had a few minutes to speak, as CBAHU's President, about what our association is doing on health care reform and encouraged the attendees to go to the website, www.nahu.org for information to help them with reform issues. We also provided each attendee with a list of reform terminology to help them better understand the reform language. It was well received and we hope provided some help to the public. We are looking into buying some newspaper advertising, as most of the Board Members feel this is a very good way to spend our money and get us out to the public. So, be checking out the Caller-Times to see our organization advertised. Please make every effort to follow through with every Operation Shout you are sent. We must keep up the pace with the representatives to make sure that we keep our business PRIVATE. Also, please buy those GRIP tickets at every luncheon meeting - \$5.00 buys you SEVEN chances to win something nice! **Tina Durand, CBAHU President**



CBAHU Executive Board

President	Tina Durand
President Elect	Polly Harris
Vice President	Leo Barrera
Treasurer	Elsie Gaertner
Secretary	Shelley Love
Past President	Nedra Clingan

Committee Chairs

Membership	Shannan Phillips
Awards	Denise Villagran
Hospitality	JoAnne Lindeman
Legislative / GRIP	Leo Barrera
Grip Goddess	
Education	Laura McClelland
Media	OPEN
Public Service	Nidia Hafer
Newsletter	Laura Hebert
Website	Melissa Harrison
Sponsorship	Gae Callaway
Care Chair	Laura Hebert
Wellness Chair	Murray Bass

Trustees

Rick Ott, Kelli Campion, Annie Castro, Laura Hebert, Nedra Clingan

Trustees Emeritus

Diane Lee, Kathy Greene, Denise Villagran



**Past President Robbi Burgess attends the Annual Sales Symposium—
Fiesta style... very appropriate dress Robbi!**

Kudos Korner

WE REMEMBER... 911

Just a Thought.....

I was initially introduced to A Mission of Mercy in November, 2008. CBAHU had a presentation this past August by the Executive Director, Patty Clark, who many of you may know. In April, I was exposed to a clinic tour called, A Coffee with Mom. It was a well attended event that provided an eye opening view of how they provide free health care to the patients and citizens they serve. Many of their clients are individuals that we cannot serve due to pre-x conditions or other underwritings issues we face. It's an uncomfortable position to be in when we as insurance professionals cannot provide the services that our clientele expect.

This is a very well run and efficiently run program and if I may take the liberty, CBAHU has provided good visibility and awareness of their tremendous work.

On October 12th, a clinic tour will be provided at the "Church of the Surfing Jesus" on Shoreline Dr. beginning at 9am. The tour is 55 minutes and invites you to attend to watch this organization in action. There will be coffee for those that need fuel! The clinic tours are held every other Monday. A schedule will be made available to accommodate your busy schedules.

Please come, bring a friend, a client, a neighbor, a prospect or associate.

Every dollar collected goes back into the program to deliver medical care in our community and surrounding areas. If you are so inclined to make a tax deductible contribution, you can make a check out to "A Mission of Mercy". I hope you will join Lee (Manross) and me in giving till it feels good.

Remember this, if we could establish a clinic in every community, we would not need Health Care Reform. This is a powerful example of the private sector doing its part to improve health care. This is truly health care done right!

Call or email me if you have any questions. Thank you for all you do,

Leo R. Barrera, Jr. Co Legislative Chair



Some pretty ladies
registering for the Sales Symposium...
and look ...

there is Polly Harris, Chair of the
successful event... way to go Polly!!

THE VALUE OF MEMBERSHIP... CHECK IT OUT!!

A funny thing happened on my way to the October board meeting. I was publicly reminded that my membership renewal was outstanding and needed to be renewed. Wow, after recovering from the shock, it forced me to go to the NAHU website to take care of my business. Now here is another confession, it has been a while since I last visited the website. You're lucky you are not being asked when you last visited the site. Every legislative bill, status that is currently making its way through the halls of congress is there for our information. NAHU's Town Hall webinar presentation on September 29th is available for viewing if you were not able to make the presentation. It provides a current state of affairs of key pieces of legislation. Also available, are links dealing with our economy and projections for the business climate going forward. I have missed this in the past and must admit I have missed a lot of information from my last viewing. I encourage all to take a peek at the NAHU website and stay current with the information provided. Now is not the time to relax. Respond to Operation Shout, Code Blues and other NAHU requests. The website serves as a repository of powerful information. As for current affairs, we need to grow our membership now more than ever. There is strength in numbers which does provide our chapter with presence and leverage that we use a required. Our growth will be a big asset in getting health care done right by growing with informed insurance professionals. Thank you to my fellow board member I referenced in my opening for getting me to our website! This is a powerful tool for all to use. Do you have anything you would like to share regarding how you use the NAHU website? Email me your story and we will publish in a future newsletter. Thank you all for your service to this association.

Leo R. Barrera, Jr. Co-Legislative Chair

Rick Ott, Leo Barrera and Will Heavin
enjoying their Mexican Fiesta at the
CBAHU Annual
Fiesta Sales Symposium!
Looks good guys!



Legislative Update...

The month of September provided a lot of visibility to our chapter. Town hall Health Forums, successful symposiums, active legislative activities and the general public getting more involved with health care. Conversations in restaurants, bookstores, coffee shops all seem to express their concerns of health care reforms. Much of the chatter is emotionally driven and we have to be on guard to keep it factual. We are in the middle of a historic transformation of the health care industry. The industry is working diligently to “get health care done right”. Who would have thought our elected officials would run for cover and avoid coming home during the congressional recess? This was truly unprecedented. There is one thing very wrong with a lot of the health care legislation, it’s too expensive. What happened to affordability and why does congress get a first class health plan and taxpayers who funds the program gets a lesser set of benefits? Nothing adds up logically or financially. The Mid-Year elections should promise to be a very good show! The one positive aspect for us locally is that we have made our community aware of our existence in view of the national debate. Our membership is comprised of professionals who are knowledgeable willing to give 110% to our clients. Our industry is making a historic transition and our chapter is riding the wave. We can’t stop now and we need all involved to get through this period. How?

-be active and stay informed

-keep it factual

-let your board know what you are thinking

-speak up and share your ideas

-financial support to our Pac’s, sanctioned charities is crucial and necessary



Finally, if you’re stuck in a sales slump, don’t forget the chapter has carrier representatives that can provide strategic game plans for your success. Interview them and see what they can offer to take your business to a higher level. Our association belongs to all who take advantage of the many services offered. Make your membership work for you as you need by utilizing the many member benefits. Call your Board if you have questions or suggestions. Your Board serves with pride because of you.

Leo R. Barrera, Jr. Co Legislative Chair, CBAHU

Insuring the health of our community, one person at a time.

At UnitedHealthcare, we’re dedicated to the communities we serve, and believe nothing should stand in the way of quality, affordable health care. We’re forging ahead with innovative plans that offer convenient access, tremendous value, and practical solutions to help our members enjoy better health while keeping their costs down. We’re proud to be affiliated with organizations committed to similar ideals. That’s why we’re honored to sponsor the **Coastal Bend Association of Health Underwriters**.



UnitedHealthcare
Healing health care. Together.™

Robbi Burgess,
Account Executive, Corpus Christi



CBAHU President Tina Durand starts the Sales Symposium off her welcome!