

# Coastal Bend Association of Health Underwriters

## August Luncheon - 2003-04 CBAHU Board of Directors installation and one hour CE with Legislative Update...



The '03-04 CBAHU Board of Directors



TAHU Lobbyist Lee Manross and CBAHU President Laura Hebert

## August's Back-to-School Project a Success!

Our heartfelt thanks to all of you wonderful insurance professionals - you are Great! Before, during and after our August luncheon, we collected well over \$700 to assist our caseworker's children with their back-to-school needs. A special word of appreciation to Bob Corrigan and his associates and to Charles McClann and the Aflac office for their significant contributions.

We spent most of the early morning hours of Friday, August 15<sup>th</sup> at Wal-Mart shopping and delivered our items to our caseworker, Cindy Morales. Then we discovered that we were missing clothes sizes for one of the children. We obtained these and were back to Wal-Mart early Monday morning. We were able to provide school uniforms for all of the children on our list, shoes for most of them and backpacks for all of the middle and high

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## Letter From the President

Thank you to all who attended the installation luncheon. All the board members who were present felt your encouragement and enthusiasm.

Do you feel the excitement in the air? We are very busy with lots of plans in the works... but have much more to do. GOOD NEWS... we have signed up several new members!!!. CBAHU will host a day of education in October, we are planning a Christmas celebration of some sort as well as our BIG NEWS - continuing plans for the TAHU convention in 2004. Have you checked that personal account balance? Are you where you need to be? YOU MAKE THE DIFFERENCE!!!

Laura Hebert



## Upcoming Events

### September

9/2 11:30 a.m.

CBAHU Board Meeting  
Arvak Ins. Group Offices

9/9 11:30 a.m.

CBAHU Monthly Luncheon  
Town Club

Guest Speaker: Ron Graves,  
Comprehensive Integrated  
Marketing Systems

1 Hour CE: Meeting the  
Needs of Niche Groups

RSVP @ AFLAC 854-9090

### October

10/2 8:00 a.m. to 5:00 p.m.

CBAHU Sales Symposium  
Solomon Ortiz Pavilion  
6 Hours CE Credit

See Page 2 for more details

*Reminder-No luncheon in October  
due to the Sales Symposium*

## CBAHU September Program/Education News and Notes

Tricia O'Brien and Annie Castro, Co-Chairs, Education

Hello Everyone! Our goal is to provide the membership with a minimum of 15 CE opportunities this year and we are off to a great start! We've have some great programs in the works for our members...all you need to do is mark your calendars and show up! *Remember, there will not be a luncheon in October due to the Sales Symposium.* Hope you all enjoyed Lee Manross' (1) HR CE presentation, **Legislative Update** on August 12th. Lee always entertains and educates at the same time. Here's a look at what's ahead:

### **Tuesday, September 9<sup>th</sup>**

CBAHU Monthly Luncheon

Guest Speaker: Ron Graves,

Comprehensive Integrated Marketing Services

(1) Hour CE Topic: Meeting the Needs of Niche Groups

### **Friday, October 3<sup>rd</sup>**

CBAHU Sales Symposium

Solomon Ortiz Pavilion

TOTAL OF 6 HOURS CE WILL BE OFFERED

Scheduled Speakers:

### **Michael Whitney, CEO, Flexible Benefit Group**

(2) HR CE Designed for employers, human resource managers and brokers. Presentation will discuss the concept, development and operation of a self-funded health plan that includes the following components: Medical Expense Reimbursement Plans (MERP), Health Reimbursement Arrangements (HRA) and Health Savings Accounts (HSA).

### **Eric Glenn, Regional Legislative Manager, Humana**

(1) HR CE The latest and greatest from the Texas Legislature and it's impact on the health insurance industry.

### **Ouida Peterson, Owner, ATTITUDE IS EVERYTHING; Part Owner of CompLink, a COBRA and HIPAA Admin Service**

(3) HR CE Topics to be announced

In addition to our excellent speakers, we will have vendors representing the best in the industry. (If you are interested in participating as a sponsor/vendor, space is still available so please contact Diane Lee at (361) 882-7630 or Annie Castro at (361) 986-1321 a.s.a.p.) Registration and sponsor/vendor forms will be available at the September meeting, and on the website after September 5<sup>th</sup>.

## Back-to-School cont'd

school students. Plus, enough school supplies to get them off to a fantastic start! I am proud of you all.

Keep in mind that it will not be all that long before we have our Christmas Wish Tree. Our caseworker asks each child for a Christmas Wish - I

will have the tree at our November luncheon.

Speaking of the holidays that are rapidly approaching, I have learned we are in for a special treat at our December luncheon: an unforgettable presentation of Christmas music by our own treasurer, Elsie Gaertner, and several of

her lady musician friends. I have heard them before and to say they are great is an understatement. They are the best I have ever heard!! Make plans to be there and bring a client or fellow agent.

Again, I can't thank you all enough.

Leo Stakemiller