



September 2011 NEWSLETTER



CFAHU is now Gold Certified!

*This is an awesome accomplishment for the chapter.
Congratulations Central Florida!*

A Note from the President

As we approach the end of another summer a familiar thought has once again entered my mind. "Where has the year gone?", I'm beginning to reflect on the many accomplishments and goals achieved this year.

As I ponder this for a while, it becomes evident that we oftentimes take for granted, all the hard work we put in for our clients, peers and families. It is so easy to overlook all of the moving parts in our daily lives that benefit so many people in our community. These thoughts have triggered my thinking about all of the moving parts of the association and how many "behind the scenes" accomplishments there have been to the benefit of all of us.

NAHU is unique because it is the only association working on behalf of health insurance agents, brokers, and benefits professionals. It has been a very busy year indeed. In the first half of 2011, our NAHU staff made 125 visits to Capitol Hill and to federal agencies throughout the country. There have been 52 fundraisers benefiting HUPAC, 23 hearings and 60 coalition meetings. NAHU was featured 900 times in the media reaching an audience of 300 million people. They have issued 23 press releases and media advisories at the national level on important issues such as, state-based exchanges, 1099 repeal, and preserving the role of agents and brokers. With the help of our members, we have sent 13,978 Operation Shout messages on federal issues to Capitol Hill.

Our staff and committee volunteers have created a joint task force with the NAIC (National Association of Insurance Commissioners) and HHS (the Department of Health and Human Services) to address agent compensation and the medical loss ratio (MLR). Our partnerships with the NAIC and policymakers have addressed several issues the PPACA legislation promised to create. These issues include allowing health insurance agents and brokers to sell coverage both inside and outside the exchanges and preserving private insurance plans as the predominant source of coverage, without the creation of a government-run public health insurance plan. These dedicated professionals truly have their hands on the pulse of the industry and health care reform.

During these very turbulent and uncertain times, a top priority of our national staff continues to be investing our membership dues wisely and viably. With that in mind, there is no better time than right now to get involved with a committee and donate to HUPAC as well as our state Political Action Fund. You should also seriously consider attending the FAHU Day on the Hill in Tallahassee next month. Any contribution you can make would not go unnoticed and would surely be appreciated. Not sure what to

do or how to become more involved? Feel free to contact me or any other board member with questions.

The year is quickly coming to a close and next year is promising to be a pivotal year for our industry. While we work finish 2011, I look forward to serving all of our members and most importantly, helping to protect the rights and freedom of choice for our local consumers and those all around this great country.

Ashley



Join us for our annual

CFAHU Member Appreciation Night

Come support and network with an elite gathering of sponsors and members!
Remember to bring your business cards.

Wednesday, September 21, 2011
5:30 PM - 7:30 PM

[Click Here](#) for more details

Hors d'oeuvres, Raffles, Live Music, Cash Bar
RSVP to rsvp@cfahu.org

We have moved!

Join us October 25th at our new luncheon location.
We will now be meeting at the Altamonte Springs Hilton.

350 Northlake Blvd
Altamonte Springs, FL 32714

Our speaker will be Joan Galletta, JD
Joan is the current Vice Chair of NAHU's Legislative Council.

More details to follow...

****Please note the luncheon date has been changed due to FAHU's Day on the Hill****



Have you seen the new NAHU logo?
Watch for the CFAHU revision coming soon!

Legislative Update

by: Don Marx, CFAHU Legislative Chair

This month was an active one for the Legislative Committee. We welcomed the following as volunteers:

Bruce Venema, Dale Maloney (continuing), Michael Dwyer (continuing), Jack Richards, Karen Decker, Michele Liro, Ken Dinklage (continuing), Laura Staller and Buddy Anderson.

On behalf of the Florida Association of Health Underwriters Political Action Fund, Dale Maloney, Buddy Anderson, Bruce Venema and myself presented checks to nine local legislators. We met with each and discussed meeting with them "in district" prior to our Legislative Day on the Hill in October. All were gracious and welcomed our visit to their district offices.

**Fred Costello Mike Horner Marlene O'Toole Scott Plakon Rich Workman
John Wood Eric Eisnagle Larry Metz Jason Brodeur**

We plan to meet with the above listed State Legislators over the next few weeks, please keep on the lookout for dates and times for each. We would love to have 3-5 of our CFAHU members attend each of these meetings. You do not have to be on the committee to attend.

Your local association continues to support the FAHU-Political Action Fund. If you have not signed up to contribute at least \$10 per month, please get motivated and help us help your career. Without your help, we cannot support those candidates who are willing to listen and consider our points of view. \$10 per month is a minimal investment in your industry and career. Sign up today for an automatic credit card draft, it is simple easy and painless to you.

FAHU Legislative Day on the Hill is October 17-19 and we are almost to the 10 member who will get a \$100 stipend to assist with their expenses to attend. Register today and request your stipend. Monday evening, we will have the Scholarship Dinner. Sign up and join us for great food, camaraderie and fun.

If you would like to keep your expenses down by sharing a room, please let me know and I will help coordinate matching you up with others looking to share a room.

“Every man owes a part of his time and money to the business or industry in which he is engaged. No man has moral right to withhold

his support from an organization that is striving to improve conditions within his sphere.”

Theodore Roosevelt



**Save the Date!
October 17-19, 2011**

Due to the early start of next year's legislative session in Florida, we will be holding our Day on the Hill this fall while our legislators are in Tallahassee for committee work. Please mark your calendars now for October 17 & 18 and plan to join us in Tallahassee.

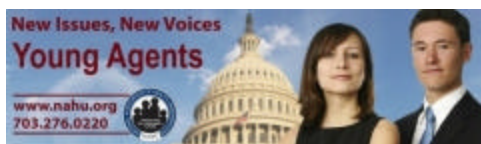
Full details can be found at <http://fahu.org/2011doh>

**For information on the 2011-2012 FAHU Student Essay Contest,
[Click Here.](#)**

Look who's hiring!

SALES CONSULTANT for downtown Orlando Employee Benefits Agency. 218 License required for this full time position. Experience in working with small and mid size employer groups including quoting, spreadsheets & client service. Seeking Hard Working, Committed Team Player. Competitive Salary and benefit package including 401 (k) Plan.

Please email resume to mike@ingramfinancialgroup.com.



Employee Benefits Producer Training Program

The ideal training program for members of the Young Agents Health Underwriters

September 19-30, 2011 | Brookfield, Wisconsin

The NAHU young agents recommend this one of a kind program, designed to give you a competitive edge in this ever changing health care reform environment.

It is the only immersion course in employee benefits and insurance-selling techniques, developed and presented by respected educators in insurance sales and employee benefits. This intensive two-week course is designed for those new to employee benefits and who want to succeed as benefits sales professionals.

Taught by seasoned practitioners, you will develop successful selling skills with a proven sales process. In addition, the two week course also provides a solid foundation in all areas of employee benefits. In short, students will learn more—and earn more in the process. Consider this opportunity to learn the best in selling techniques and the complexities of health care and retirement programs.

Access the full program [brochure](#).

To register, use the NAHU Registration form in the back of the brochure.

CFAHU would like to thank the following partners:



www.cfahu.org

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