



October 2008
<http://www.cahu-nc.org>

The Charlotte Association of Health Underwriters

PO Box 12174, Charlotte, NC 28220

CAHU 2008-09 Board and Committee Chairs

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Mark Stephens
704-293-6042 mark.g.stephens@pfizer.com

Awards: Open

Newsletter: Geneva Chisholm
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OCTOBER MEETING:

Jean Beebe, PhD.

Pfizer

"The Value of Medicines: Emerging Trends in
Drug Discovery and Development and the
Potential Impact on Healthcare"

Sponsored by: Pfizer

MEETING INFO:

When: Wednesday, **October 1st**
Registration begins @ 11:15 am;
meeting from 11:30 until 1:00 pm

Lunch Cost: \$10.00 members, \$15.00 guests.
\$100 for Table of 8

Where: Charlotte Marriott Executive Park,
5700 Westpark Drive, I-77 Exit 5 & Tyvola

RSVP to Pam Wright:

704-557-7255 or via email at

pam.wright@wachovia.com

RSVP by **September 26, 2008** *



September Lunch Buffet Menu:

Special Meal Needs – include with your RSVP

MENU

Tossed Salad with assorted dressing

Fresh Fruit Salad

Grilled Chicken – Sauce on the side

Broiled White Fish with wine reduction

Chef's Choice of Rice and Vegetables

Fresh Rolls and Butter

Cookies and Brownies

Fresh Brewed/Decaffeinated Coffee or Iced Tea

Message from the President

September Newsletter Edition

Well the year is off to a roaring start for CAHU! We have had some great Programs already from our Summer Social, our advice on Advanced Directives, and this past month was an integral meeting for our chapter, state, and overall industry as we got a chance to hear from both NCDOI Commissioner Candidates; Wayne Goodwin and John Odom.

I think it is very important for our group especially to have the ability to hear what our candidates, especially our NCDOI Commissioner Candidates stand for and where they see the industry going in the future. We have had 24 years of Jim Long, so regardless of who does win the election in November and becomes our next state DOI commissioner, we will see change to our industry, licensing, ce, and other areas of insurance across the board. Many folks had approached me prior to the meeting and really didn't know exactly where each candidate stood. I think the September NCDOI Day meeting was a great success. Our members can now inform others in the industry that didn't attend the meeting, as well as make informed decisions on who will next guide our industry from a state commissioner standpoint. We, as well as, other insurance lines folks need to make sure that regardless who pulls out a victory, they understand that we are the ones they represent. We as agents, brokers, carriers, and insurance industry personnel are the ones who are on the front lines each and every day and will be able to help give our opinions, thoughts, and examples of what we are seeing and what we want to see. I urge each of you to closely follow the race in November and keep engaged.

This upcoming month will also yield our members a very informative and educational meeting on a very key part to the healthcare system. Jean Beebe, PhD who serves as the Executive Director and Team Leader of Pfizer Global Research & Development will speak at our monthly luncheon on October 5th. She will cover a broad range of topics from drug discovery and development, attrition and risks, as well as, an overview of the true value of medicines.

Please make sure to RSVP soon for the October 5th luncheon as it will be an awesome meeting and we want to thank Pfizer and CAHU member Mark Stephens for heading this month's meeting up and sponsoring the luncheon as well.

Bob Frazer

September Speaker:



■ Jean Beebe, Ph.D.

Executive Director, Development Team Leader, Inflammation, PGRD, Groton/New London Labs, CT.

“Having had 15 years experience in cancer drug discovery at Pfizer, I understand how difficult it is to bring new medicines to patients in need. My nephew survived childhood cancer, and he is a constant reminder for me that we need to do better in treating this disease.”

Therapeutic Focus/Expertise

- Antibacterials
- Immunology
- Oncology
- Inflammation

Education

B.S. University of Vermont, Burlington (Biochemistry)
Ph.D. University of Michigan, Ann Arbor (Molecular Pharmacology)

Awards, Honors, Societies

- American Association for the Advancement of Science
- American Association for Cancer Research

Pfizer Global Research & Development

State L & L



Legislative advocacy is among the most important responsibilities of our association! Learn more about federal and state legislation, and how it impacts our industry and clients, by checking out NAHU's website at www.nahu.org <<http://www.nahu.org/>> and click on "Legislative Advocacy".

You can personally participate on a local level through our "Adopt-A-Legislator" program. Contact Brook Seaford (brook.seaford@aig.com) or Mark Stephens (mark.g.stephens@pfizer.com) to learn more about this effective program.

In addition, we encourage you to participate in our periodic "Operation Shout" emails which educate our legislators on important votes and bills as they pertain to our industry. To identify your local representatives, check out <http://www.ncga.state.nc.us/GIS/RandR07/Home.html> and you can search by county, zip code, or district.

Members Corner:

If you know of an event that would be beneficial to CAHU membership, please let us know. We will highlight in the CAHU newsletter and on the website. www.cahu-nc.org



Education Committee:

Nat Smith – Co Chair

Paul Gardner – Co Chair

UPCOMING CE CREDIT OPPORTUNITIES FROM CAHU

*November 5th from 1:30 until 3:30, 2 hours of CE
Topic : "Overcoming Common Consumer-Driven Objections from Employers."."*

Speaker : Dean Holmes, CLU, RHU, President-Elect of the Triangle chapter of NCAHU

Dean Holmes, CLU, RHU is a Regional Representative for Rogers Benefit Group, a national employee benefits brokerage firm. Based in Raleigh, he enjoys helping agents find creative solutions to their clients' employee benefit needs. Dean's been in the insurance business for 23 years and works with agents in Eastern NC and Southern Virginia.

A Florida native, Dean's lived in the Carolinas for 15 years and currently serves as President-elect of the Triangle Association of Health Underwriters. Dean and his wife have twin six year old boys, of whom they enjoy parenting.

*December 10th from 1:30 until 3:30, 2 hours of CE
Topic : "Accident Insurance: An Often Missed Opportunity to Expand Employee Benefit Plans."*

Speaker : Shannon McCarthy, CIGNA Group Insurance Regional Accident Specialist

Free to members, \$25 to non-members, cash or check. Please RSVP for the CE when you RSVP for the luncheon meeting.

Please see:

<http://www.cahu-nc.org/continuing-education.htm>
for more information.

THANK YOU

A special thank you to United Health Care for sponsoring our September meeting and their long time support of CAHU.

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If you or your business would like to become a meeting or special events sponsor, please contact our CAHU Program Chairperson for information

Thanks again for supporting CAHU

Membership Committee:

Kay Schmitt- Chairperson



Thank you for joining CAHU

If you are a new member and we have not recognized you in our newsletter, please inform the Membership Chairperson.

New and not so new members are encouraged to get involved. Please tell our President or any member of our Board that you would like to help out on a committee.

Community Service Committee

Brantley Green- Chairperson

Look for an upcoming Habitat for Humanity project date. We encourage you to participate in this event!

Thanks! Brant



The Board:

There are several positions open on the CAHU Board. If you would like to take a more active part in CAHU, contact Bob Frazer, CAHU President.

CAHU Website

Andy Beard – Chairman

www.cahu-nc.org <<http://www.cahu-nc.org/>> website. Take a look. Post an opening.”

This is a service to members and non members alike.

There is no charge unless someone wants to post a blind ad.

Pass this valuable link on to others.



*Thanks,
Andy Beard”*