



December 5, 2007

www.cahu-nc.org

The Charlotte Association of Health Underwriters

PO Box 12174, Charlotte, NC 28220

CAHU 2007-08 Board and Committee Chairs

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803-328-9988 watts@cignetwork.com

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2nd Vice President: Bob Frazer
704-525-0853 bfrazer@rogersbenefit.com

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704-557-7275 trisha.norket@wachovia.com

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704-369-0913 chad@thecasongroup.com

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brook.seaford@aig.com

HUPAC/NCPAC: Charles Lineberger
704-867-3628 charles@benefitpartnersonline.com

Awards: Barney Spurlock
barney@nchealth4u.com

DECEMBER MEETING:

Our guest speaker for December is Ken Watson. He will bring an inspired message "A Game Plan for Life"

*Sponsored by: Chad Blankenburg
The Cason Group*

MEETING INFO:

When: Wednesday, December 5th
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 November 30th *

You may also RSVP for the C E class



December Lunch Buffet Menu:
Special Meal Needs – include with your RSVP

MENU

Tossed Salad with Assorted Dressings

Fresh Fruit

Meatloaf

Mashed Potatoes

Green Beans

Cookies

Fresh Brewed Coffee or Iced Tea

MESSAGE FROM THE PRESIDENT:

Dear CAHU members, November has been a very busy month considering all that was organized by the Board. In summary, we had CE available before and after our lunch meeting last week; we hosted a fundraiser/seminar with Infinisource, that was attended by approximately 35 people, we worked on a habitat house and kicked off our philanthropic efforts by announcing our support of the Spokes Group and we launched our new interactive CAHU website. In December, Chad Blankenburg, with the Cason Group, will be our sponsor and Ken Watson the father of New England Patriots tight end. Ben Watson will share an impassioned message titled "A Game Plan for Life". This promises to be a meeting that should be attended by all and a perfect opportunity to invite members of your office, family and clients. Also, we will begin talking about the upcoming Capital Conference in Washington, discussing the topics that will be conveyed to Legislators. We currently have 10 members confirmed to travel to Washington in February.

Lastly, Trisha Norket has agreed to assume the President Elect position, Jim Wollin will be taking over programs and Andy Beard Corporate sponsorships beginning July 2008. In preparation of this transition though, we are looking for someone to assume the Treasurers position which is currently on auto pilot due to our strong financial condition effective 7-1-08.

We are very excited about 2008 and the possibility of securing some National caliber speakers in the first quarter of the year especially Presidential candidates. So if anyone has any contacts within these camps please call me so we can discuss our strategy moving forward as we prepare for our February and March 2008 meetings. Many thanks to our dedicated Board for all they are doing to make CAHU the premier Association in North Carolina and Nationally.

Watts,
President of CAHU
"Where employee benefit professional gather"

Treasurer:

Jim Wollen, Chairman

Treasurer's Report

During 2008, we have had an unusually high number of no shows for our CAHU meetings. The cost of each meal is over \$20 and we only charge members \$10 and non-members \$15 with our corporate sponsorship subsidizing the difference. At our recent board meeting, we decided to go back to our old policy of charging for no-shows not cancelled within the appropriate time period prior to the meeting.

If an uncancelled reservation happens to you at a meeting after January 1, 2008, Pam Wright and I will keep a list and simply ask you to pay for this reservation at a subsequent meeting. Thank you for understanding this "good stewardship" policy and please make certain you cancel your reservation when you know you cannot attend.

Jim Wollin

HUPAC NCPAC

Charles Lineberger- Chairperson

Remember we will have a drawing at the December CAHU meeting for accommodations for a night in Charleston (\$400 value) for all members who either make a new contribution to HUPAC or increase an ongoing contribution from August 1, 2007 to December 5, 2007.

With the change in HUPAC contribution administration vendors by NAHU, it has been difficult to get timely information on contributions so please:

Email me at charles@benefitpartnersonline.com if you have made a new contribution or increased an ongoing contribution since August 1, 2007

MEMBERSHIP

Kay Schmitt-Chairperson

Welcome New Members!

Thank you for joining CAHU.

You 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.

New Members for October and November:

Josh David Collins

Patrick B. Gray

Alisa T. Hunter

Lacey Rainwater

Carolina Smith

Kathleen Thomas

Amy Siwik

Milton Goldstein

MEMBERSHIP DRIVE - November and December The CAHU Board decided to hold a Membership Drive during November and December. Please get out there and bring in some new members. The Board also voted to pay the registration fee to the 2008 Symposium for the person who recruits the most members. If you have any questions or if you need applications, please contact Kay Schmitt - kschmitt@smithpremier.com - 704-650-7388 - cell or 704-846-1639 - office.

Membership Fee will increase on January 1, 2008

NEW MEMBER ORIENTATIONS

Beginning in December, we will have a New Member Orientation immediately following the meeting. We will continue to have these New Member Orientations following every monthly meeting. This will only take up a few minutes of your time so if you are a new member, please plan to attend.

Thanks for supporting CAHU!

www.cahu-nc.org



Education:

Jennifer Golynsky, Chairperson

UPCOMING CE CREDIT OPPORTUNITIES FROM CAHU

The October CE's on HIPAA went very well and we want to thank our sponsor, Christine Anderson of Aetna Individual Markets?

*December 5th from 1:30 until 4:30, 3 hours of CE
Topic : Problematic Beneficiary Designations for Life Insurance*

*Speaker : Gene Davis with Dan Waters & Associates
Sponsor: Humana Dental*

*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.

jcgolynsky@innovaplanstrategies.com

CAHU WEBSITE

Andy Beard - Chairman

"A new feature of the CAHU website www.cahu-nc.org is the "Help Wanted" section.

HELP WANTED!!!!!!

There are now 2 opportunities posted in the "Help Wanted" section. View them at <http://www.cahu-nc.org/helpwanted.htm> "

Thanks,



Andy Beard"

Keeping you informed www.cahu-nc.org

Community Service
Brantley Green – Chairperson

Habitat project- Thanks to everyone who volunteered at our recent Habitat project. We made great progress towards repairing Ms. Williamson's roof, floors, and back deck. It's amazing how much we were able to accomplish in one day!



The Spokes Group- The holiday season is a great time to help those less fortunate than ourselves. This organization provides local families in need with bikes for Christmas. \$70 pays for a bike, and a helmet. Your contributions are tax deductible. If you are interested in making a donation to The Spokes Group, you can contribute on-line at www.thespokesgroup.com, or make a check payable to *The Spokes Group*. Checks can be sent to me at:

**MetLife
14120 Ballantyne Corporate Place, Ste 150
Charlotte, NC 28277**

Federal L & L Report:
Cap Conference & Current Issues Update
Bob Frazier, CAHU 1st Vice President
December Newsletter Edition

Capitol Conference Feb 4-6, 2008

CAHU Membership we have a strong group heading to DC in February to represent our Charlotte Chapter. Watts Huckabee, Chad Blankenburg, Trisha Norket, Denise Hopper, Bob Frazer, Brook Seaford, Patrick Gray, Jason Chandler, and Barney Spurlock will be the Charlotte based members headed to Capitol Hill to lobby for our chapter and NAHU in February. We each look

forward to sitting down with our elected officials to let them know what NAHU and CAHU see in the health care industry and the various effects that legislation has on our business.

If you have any points of interest that you would like us to carry to DC and bring to our elected officials attention please let us know. We send a select group of folks to DC each year, but we represent our overall membership while there, please let us know what items you want heard!

Single-Payer Health Plan Materials

NAHU Single-Payer Three Myths Presentation, many of you have asked where you obtain a copy of the Presentation and/or other documentation that explains the “myths” and insides of these proposed systems. All this information is available to our membership via NAHU’s website;

***Single-Payer System Information
Studies/Presentations;***
<http://www.nahu.org/legislative/single/index.cfm>

SCHIP Update

The House majority did pass a new version of the SCHIP legislation on October 26th. The Whitehouse still advised unless there was significant change in the legislation there would be a presidential veto. Most of NAHU’s strong points on premium assistance were in the latest version but there were some areas that ANHU feels can be beefed up to further help with premium assistance. There was a big push to circulate these new strong points to congressional leaders by NAHU. More to come on the final outcome of the final push and the SCHIP legislation.....

FSA Rollover Bill Introduced (HR 3974)

A point of interest on new legislation that was introduced was HR 3974, the FSA Improvement Act. This bill would be to allow a \$500 rollover of FSA funds per year. This would allow for rollover to a specified amount and not mean that the account is a total “use-it-or loose-it” deal. Look for more on this bill as it works its way through the various committees, but it would render a more favorable view of FSA’s.



Upcoming CAHU & Community Events

**2008 NCAHU Symposium– April 7-9, 2008
Winston Salem NC**

State L&L

We are excited about the upcoming CAHU Health Forum, which will take place on January 9, 2008. The topic of the forum will remain, "*The State of Healthcare Today*" and will feature panelists from each aspect of the healthcare spectrum: provider, broker/consultant, carrier, and pharmaceutical. This year's forum will be moderated by David Smith, President-Elect of NCAHU. Once the panelists are confirmed, we will notify the membership.

Also, we continue to encourage members to participate in the "*Adopt-A-Legislator*". So for those of you who might have a relationship with a legislator, please notify Porter Hicks, State L&L Chair. For those who might not have a relationship with a legislator, but wish to begin one, please contact Porter Hicks as well to obtain a list of available legislators.

L&L is at the core of our activity as an association, so let's get everyone involved a make a difference in our industry!

J. Brook Seaford

CAHU Members,

Please join me for the Patient Centered Quality Alliance Luncheon in Raleigh on December 6th. I have attached some pertinent information as it will be a great informational meeting. If you have any questions, please feel free to contact me.

Thanks,

Mark G. Stephens, PAHM, CMR
Senior Account Manager
Pfizer, Inc.
1345 Maryland Ave.
Charlotte, NC 28209
704-293-6042 cell
mark.g.stephens@pfizer.com

Golf Tournament

Please remember to save the date for the 2008 CAHU Golf Tournament. It will be held at the ***Raintree Country Club on Monday, April 14th***, with a shotgun start scheduled for Noon. The format will be Captain's Choice. Proceeds will benefit the Spokes Group and the Charlotte Health Underwriters. Look for more information on your table at the December Luncheon. Various levels of Sponsorship are available. The fee will be \$125 per golfer, which includes your round, golf cart, range balls, beverages, lunch and a post-tournament awards ceremony with a buffet consisting of heavy Hors d'oeuvres.

The Committee will meet again after the January Luncheon on Wednesday, January 9th, 2008.

If you wish to help with the tournament please contact Barney Spurlock at 704-455-6041 or barney@nchealth4u.com

For the most up to date information out CAHU go to www.cahu-nc.org