



February 16, 2007

Volume 1, Issue 2

The Charlotte Association of Health Underwriters

PO Box 12174, Charlotte, NC 28220

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Awards: Vacant



*A warm CAHU Welcome to our
Newest Members:*

*Richard Dunn, Jennifer Workman,
Sheri Harmon-Butts, Mary-Elaine
Hart and Sandra Allen*

NO MARCH MEETING!!!!

Don't Miss the NCAHU Symposium

**March 19-21, 2007 at the
Benton Convention Center
Register at www.ncahu.org**

APRIL MEETING:

**Guest Speaker: Ashley Able
from Jackson Lewis
Workplace Wellness Programs-“Eat
Your Veggies or Else”**

Sponsor is: Renaissance Life and Health

APRIL MEETING INFO:

When: Wednesday, April 4th:
*Registration begins @ 11:15 am;
meeting from 11:30 until 1:00 pm*

*Board meeting precedes the regular
meeting and begins promptly at
9:45am.*

Lunch Cost: \$10.00 members, \$15.00 guests.

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 **FRIDAY, March 30th** ☒

President's Message:

Chad Blankenburg, CAHU President

It was great seeing such a big crowd at our February 7th meeting. Thank you to ScripTrax/Novant Health for sponsoring. Denise Altman, once again, did an outstanding job as our speaker.

Please remember we do not have a meeting in March, but I want to strongly encourage you to attend the **18th Annual NCAHU Symposium in Winston-Salem from March 19th-21st**. You can go to www.ncahu.org and register. Remember – you can get 12 hours of CE, and this is a great opportunity to keep yourself informed as to what's going on legislatively in our industry as well as with the many carriers and other vendors that will be at Symposium.

Thank you to all of you for your membership. We are 220 strong here at CAHU, and hoping to build on that number, so please recruit a new member! The 10 CAHU members that attended Cap Conference can attest to the fact that NAHU is doing it's very best to “educate” our elected officials as to the real issues concerning our industry. Please lend your voice and get involved. We've got plenty of opportunities for you to serve – so please give me a call if you can help.

God's blessings to everyone,
Chad V. Blankenburg
CAHU President

HUPAC News

Contributed by Cheryl & Jim Elkin- HUPAC/NCPAC Chairs

Please remember to support HUPAC by making a one time donation or monthly donations.

HUPAC is non-partisan and is registered with the U.S. Federal Election Commission. HUPAC was created to allow contributors to combine their financial support to a candidate to achieve maximum effect. For additional information about HUPAC: call 703-276-0220 or visit their website at www.hupac.org.



CAHU is proud to Congratulate

CAHU Member **Mike Ranson** on receiving his **REBC** designation!

Way to Go!!



We want to know??

Have you recently achieved a designation? If so, please let us know. We want to recognize you for your hard work and efforts. Please email Caroline Eller caroline.eller@wachovia.com



News from our Federal L & L

Contributed by Charles Lineberger-Federal L & L Chair

Last week, nine members of your association joined with over 650 members of NAHU at the Capitol Conference to learn about current critical issues facing our industry. We had a rare opportunity to meet with lawmakers and discuss health care and health insurance. Many lawmakers on Capitol Hill have specific leanings toward the government taking a much larger role in health care delivery. The feedback from their constituents is that something must be done. It is up to those of us in the industry, that know what works (and what won't), to educate our clients and voters in general about what a single payer system would really be like. Just a simple question like “How long are you willing to wait to have an MRI or CT Scan?” can begin to reframe the debate.

Those of us who went to Washington are determined to give you the information and tools that will help you educate your clients and voters in general. I don't think that many Americans really want to be assigned a Primary Care Doctor, need a referral to go to a Specialist, wait for weeks and months for needed tests and surgery or to have equal but limited access to health care services. As a friend of mine has said “Imagine a system that has the compassion of the IRS and the efficiency of the Postal Service.” The opposition is getting organized and we need to tell the other part of the story.

Here is a picture of some of our members who went to the 2007 CAP CONFERENCE. For more pictures please visit our website at www.cahu-nc.org



From Left to Right: *Bob Frazer, Charles Lineberger, Rosey Doganierr, Chad Blankenburg, Denise Hopper, Trisha Norket, Watts Huckabee and Laurie Poole.*



News from our State L & L

Contributed by Bob Frazer – 2nd VP and State L & L Chair

NAHU's Capitol Conference (short overview)

Last month our chapter had 10 members in Washington, DC for our National Association's Capitol Conference. During our time in our nation's capitol our members met with legislators (Rep. Robin Hayes and Rep. Sue Myrick) and expressed our support for our industry and the issues that we all face in our daily work lives and those that the healthcare industry faces and will face.

Our first morning had a keynote speaker in Alex Azar the new Secretary of Health and Human Services and he summed up the keys to our industry extremely well. He discussed the "four cornerstones to right the healthcare industry"; cost-quality-connectivity-incentives. Secretary Azar nailed it right on, he explained the four items with example; for cost he used examples of how our healthcare is subsidized and that has ruined what the industry and the end-users view as the true cost of healthcare. In the way of quality and connectivity, he explained how silent quality measures do not utilize any manner of quality comparison that is needed, as well as, the need for tying in health information technology to help compare individual client records easily and accessibly, while being able to compare quality and pricing. He closed with the need of consumer behavior change, until now it has always been pay less and receive more, yet behavior change is the key to the future of healthcare and that starts with consumer

directed healthcare. The industry and consumer attitude must change to a "pay-4-performance" attitude.

Our groups time in DC was extremely successful and very encouraging as to the local leaders we have elected and serving our districts at home and in Washington, DC. Our elected leaders from our local districts, showed great support for our NAHU/CAHU initiatives and also showed great education as to where the future of healthcare must be headed in order to keep a competitive market place and also bring the highest level of care to the end-users!

HB 2 Long Term Care Tax Credit Bill Re-introduced

The House Bill 2 that supports the tax credit for Long Term Care was introduced in the new "long" session by Rep. Mitchell Setzer (R-Catawba). This bill proposes allowing a 15% of premium cost up to \$350. This will prove a key initiative to encouraging the purchase of private long term care insurance and ultimately (hopefully) alleviate some of the strain on government care programs such as Medicare.



NO MARCH MEETING DUE TO SYMPOSIUM

March 19-21, 2007:

18th Annual NCAHU Symposium at the Benton Convention Center Winston Salem, NC

April 4, 2007:

Monthly Lunch Meeting with Ashley Able from Jackson Lewis Our topic will be: ***Workplace Wellness Programs-Eat Your Veggies or Else!***
Sponsored by Renaissance Life and Health

May 14, 2007:

Monthly Lunch Meeting we will host our annual Political Forum sponsored by CIGNA.

Please note this is a DATE CHANGE.

Our meeting will be on MONDAY May 14, 2007.