



# The View

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## May Meeting

**Please join the Fort Worth Association of Health Underwriters on Thursday, May 8<sup>th</sup>, for our monthly membership meeting**

### LUNCHEON

The title of our luncheon presentation is "The Paradox of Choice".

As Americans we don't like being told what to do – we prefer to make our own decisions and expect to have a variety of options to choose from. In our consumer-driven society, one size definitely does not fit all. This holds true in the insurance industry as well – freedom of choice is a key ingredient in the recent movement toward more consumerism in healthcare. But, as with anything in life, it is possible to have too much of a good thing. Join us on Thursday and learn how offering too many choices to your clients could actually hurt your chances of closing the sale.

Lunch will be served at 11:30 (a little earlier than normal) and the presentation will last from 11:50 to 12:30.

### CONTINUING EDUCATION

Following the luncheon, we'll be offering a 4 hour continuing education class called "Group Insurance 101". Instructor Joanna Antongiovanni, South Texas Sales Manager for Benefit-Port Southwest, will provide attendees with the information they need to start selling employee benefits. This is a great course for new agents who probably didn't receive any formal training when they entered the industry and a valuable refresher for seasoned employee benefits professionals.

#### COURSE DETAILS:

Group Insurance 101: An Introduction to Employee Benefits  
Instructor: Joanna Antongiovanni  
Course Number: 47111C  
Provider: Texas Association of Health Underwriters  
Provider Number: 0426

### COST & RESERVATIONS

The cost of the luncheon is \$20 for both members and non-members. The CE will be \$20 for members and \$30 for non-members. The lunch and CE, as always, are free for season pass holders. You can reserve your spot beginning Thursday, May 1<sup>st</sup> by going to [www.fwahu.org](http://www.fwahu.org). Please make your reservations no later than Tuesday, May 6<sup>th</sup>.

### LOCATION

The May Luncheon & CE will be at Cacharel Restaurant, located on the 7<sup>th</sup> floor of the WBAP building in Arlington. The address is 2221 E. Lamar Blvd, Arlington, TX 76006.



**Visit our website  
[www.fwahu.org](http://www.fwahu.org)**

### MISSION STATEMENT

The Fort Worth Association of Health Underwriters exists to inform and protect the consumer through the professional growth of its members.

## JUNE 12<sup>th</sup>: ANNUAL AWARDS LUNCHEON

Please make plans now to attend our annual awards luncheon on Thursday, June 12<sup>th</sup> from 11:30am to 1:30pm. June marks the end of FWAHU's chapter year, so at the luncheon we will recognize the board members who have led this association for the past twelve months and induct the board for the 2008-09 chapter year. Following the induction ceremony we will present several local awards, including Member of the Year, Volunteer of the Year, and Recruiter of the Year. LPRT qualifiers, Triple Crown winners, HUPAC & TAHUPAC contributors, and members with new industry designations will also be recognized. We'll conclude our meeting by presenting one of our members with the Donna Carnall Career Achievement Award. We are now accepting nominations for this prestigious award, but the nomination deadline is Thursday, May 1<sup>st</sup>, so if you would like to nominate a fellow member please do so today.

### DCA CAREER ACHIEVEMENT AWARD CRITERIA

The basic criteria for the award is that the selected individual be one who has, over a period of time, been an ongoing contributor of their time and talents to our association and the insurance industry as a whole.

Any selection for this award should meet the following minimum guidelines:

1. Been in the insurance business at least 5 years.
2. Been a member in good standing at least 5 years.
3. Participation in legislative matters, local and federal, for at least 3 years.
4. Served on the association board for at least three years.
5. Demonstrated leadership abilities by chairing various tasks or committees.
6. Considered by peers as an insurance professional.
7. Participated in various conferences of NAHU, TAHU, and FWAHU.
8. A regular attendee of the association meetings and functions.

Please put some thought into this and contact Ken Smith at [ken@cia4007.com](mailto:ken@cia4007.com) if you would like to nominate one of your fellow members for this award. Thank you.

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**TAHU** received 131 responses to our recent survey. Were you one of them? If so, please know that we appreciate your input. The *Texas Association of Health Underwriters* wants to be your Association, and this is how we plan to meet the needs of our membership. Your responses are now being summarized to be reviewed both at the next State Board Meeting and at our Strategic Planning Session in June. We will also be passing the information along to your local chapter.

As promised, we have drawn three names to receive a \$100 American Express Gift Card. Congratulations to:



**\$\$ Shalyn Trantham of Ft Worth \$\$**  
**\$\$ Deborah Martin of East Texas \$\$**  
**\$\$ Marc Blevens of Houston \$\$**

Surveys are like voting, it is always important to let your voice be heard. Even though it is sometimes hard to take the time out of your day, you have to remember that these 131 people are now determining some of the future goals of your Association. Do you have an idea? Do you have a thought as to how "we could do it better?" Well, all is not lost. Please know that you can contact us at any time. Go to our website at [www.tahu.org](http://www.tahu.org) and you can visit the board of directors link with their contact information. We also encourage you to get involved at your local Association. Review your strengths and offer them up to your Association!

***Seizing Every Moment...Engaging Every Member***

**Several TAHU members attended the Senate Committee on State Affairs hearing on March 26, 2008. TAHU's President, Carolyn Goodwin, gave eloquent testimony**

<http://www.senate.state.tx.us/avarchive/?yr=2008>

## **TRIP TO AUSTIN for Senate Hearing on State Affairs**

At Lee Manross' prompting, Carolyn Goodwin, TAHU President, and about 15 other TAHU members, including **our very own Gentrie Reisinger**, attended the March 2008 hearing on State Affairs with our Texas Senators. Steve Browning of the THIRP (Texas Health Insurance Risk Pool) did an excellent job explaining the purpose and state of THIRP and provided comparisons to other states and past years financial standing.

Other interest groups like the Diabetes Association, Texas Association of Small Businesses, and National Multiple Sclerosis Society were there to plea to our legislatures the need for our state government to subsidize THIRP.

All interest groups except TAHU presented their statistics and personal stories as to how the high cost of THIRP prevents people from receiving adequate care. When the opportunity arose for a member of the audience to testify, Gentrie Reisinger, went on record to address this issue. Though sympathetic, Gentrie described the government subsidizing THIRP as equivalent to placing a bucket under a leaky sink and calling it fixed. She offered

solutions based on EDUCATION of employers, employees, and beyond that—school age children. She remarked on how lifestyle choices lead to increased mortality and morbidity rates of our society thus increasing claims and therefore premiums. She stated that a shift in paradigm needs to take place in order to create a society of citizens in which personal accountability and responsibility for health and healthcare financing becomes paramount. Her point was well received by the likes of Rep. Senator Harris and Dem. Senator Lucio (thus implying broad appeal). Not to over-embellish her three minutes of fame (since she is the author of this article—just to note that her ideas were heard and not discounted completely.

As a follow up to her three minutes of political fame, she created a curriculum which she has offered to implement 1-2 times per year to grad school kids to teach them about the basics of insurance and healthy choices. She presented it to Grand Prairie ISD in an effort to do more than 'talk the talk' and it was also received well.

## **TAHU News**

**\*Fly Southwest to TAHU's 20th Annual Convention in El Paso ! There's still time to register and book your travel and take advantage of the low fares. Today is a good day to invest a few days and a few dollars in your profession! Click on the convention logo above for more detailed information and how you can register for this event! You don't want to miss it! Go to [www.TAHU.org](http://www.TAHU.org)**



## April Recap

We would like to thank everyone who sponsored and participated in our annual golf tournament on Thursday, April 10th. Rain was in the forecast but the day ended up being beautiful and everyone had a great time. A portion of the proceeds will go to benefit Gill Children's Services, a provider of last resort for underprivileged children in Tarrant County .



Special thanks to our Platinum Sponsor, Transamerica Worksite Marketing. For information about Transamerica please contact Michael Chapman at 817-201-3006.



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Jim has been an active member of FWAHU since 1989 and is our association's official photographer.

## Where are they now?

These members are about to let their membership lapse!! Please renew your NAHU membership by emailing Danielle Kunkle at [Danielle@consumerbg.com](mailto:Danielle@consumerbg.com).

Mike Evans, Aetna  
William Griffin, AFLAC  
Josh Harbuck, Harbuck and Associates  
Robert White, marketing Group  
Doug Coursey, Professional Health Ins. Services  
Brian Geiger, John Alden  
Lynn Johnston, Johnston & Matthews  
Jim Romaine, Unicare



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