

Welcome
 To our newest members!!!

**HEALTH
 REFORM**



April Lunch & CE: Health Reform

Please join the **Fort Worth Association of Health Underwriters** on Thursday, April 8th, 2010 for a Special Luncheon Presentation + 2 Hours of Continuing Education. **The topic of discussion for both the lunch and the CE is HEALTH REFORM. [Click HERE to RSVP](#)**

FWAHU meets at Rolling Hills Country Club in Arlington, Texas. Lunch begins promptly at 11:30 am.

Luncheon Menu

Pasta Bar featuring Marinara, Alfredo, and Meat Sauce, Green Salad & Garlic Bread

Luncheon Presentation

Carrier Panel Discussion. Price: \$20 if you RSVP by April 5th, \$25 for late registrants, free for FWAHU Season Pass Holders. Our Luncheon Presentation will begin at 11:45 am. FWAHU is excited to bring you a very timely panel discussion entitled ***How Healthcare Reform will Impact Us Going Forward – from the Carrier’s Perspective.***

Several carriers have already confirmed their participation.

Continuing Education

2 Hours of CE. Price: \$10 for Members & Guests, Free for

FWAHU Season Pass Holders. Following lunch, beginning around 1:15 pm, Eric Johnson and Danielle Kunkle will present a new 2 hour continuing education class entitled ***Health Reform: What Happened? What Now?*** This course has been filed and is pending approval by the Texas Department of Insurance (Provider Name: Agent Allies; Provider Number: 33714).

Happy Hour

We’ll wrap up the day with a much needed Happy Hour following the CE class. FWAHU is buying the first round of drinks.

In case you missed it...March Luncheon Recap

Thank You to our Luncheon Sponsor: AMERITAS

On Thursday, March 11th the Fort Worth Association of Health Underwriters held its monthly membership meeting + 1 hour of Continuing Education from 11:30am – 1:00pm.

Over lunch, FWAHU Legislative Chair Kasey Buckner, who returned from NAHU’s Capitol Conference in Washington, DC on Wednesday, told us what our elected officials are saying about the status of health reform. The annual Washington Update is a favorite among FWAHU members, and this year’s meeting was no exception. Eric Johnson will also provided an overview of the new and improved FWAHU website, which went live March 15th. Last but not least, we announced the nominations for the positions of Secretary, Treasurer, and President Elect for the upcoming chapter year.

CE Presentation: Course Name: ERISA and Health Plans, **Course Number:** 3097, **Provider Name:** Texas Association of Health Underwriters, **Provider Number:** 32408, **Instructor:** Laura Shoemaker, Department of Labor

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Media Webinar

Join us April 27 at 12 p.m. CDT for our FREE Working with the Media Webinar on the media relations award criteria “The Key for a Successful Media Campaign”. This live session will include an instructional presentation about building a successful

media campaign by using the media award criteria by Kelly Loussedes as well as an outline of the awards process by Donna Hill, chair of the national awards committee. There will also be an open question and answer session. [Registration is now open.](#)

You can view past webinars on the [Media Tools for Chapters](#) webpage in the “Training” section.



FWAHU CE Classes

Please join FWAHU for a 2 hour CE course immediately after our monthly luncheon on Thursday, April 8th. The price of the course is \$10 but is FREE for season pass holders and first-time guests.

Course Name: Health Reform: **What Happened? What Now?**

Course Number: **31277**

Provider Name: **Agent Allies, LLC**

Provider Number: **33714**

Instructors: **Eric Johnson, Danielle Kunkle, and Peggy Bass**

[Click Here to RSVP](#)

“They that can give up essential liberty to purchase a little temporary safety, deserve neither liberty nor safety.”

- Benjamin Franklin



2010 FWAHU Golf Tournament

Please join the Fort Worth Association of Health Underwriters for our Annual Golf Tournament on Thursday, April 15th at Texas Star Golf Course in Euless.

The price is \$125 per player and includes a box lunch and full dinner. Hurry! If you register early we'll throw in a couple free drink tickets.

[Sign Up Online](#)

[Player Registration Form](#)

[Credit Card Authorization Form](#)

[Sponsorship Opportunities](#)

If you have questions, please contact our golf chair, Vicki Broussard, at [Vicki Broussard@BCBSTX.com](mailto:Vicki_Broussard@BCBSTX.com).



From NAHU

We know many of you have questions about what the newly passed health care reform legislation, H.R. 3590, contains and how it will impact you and your clients. NAHU is working hard to provide you with the information and tools you need to better understand the changes and what your clients need to know moving forward.

We have assembled two new charts this week to help you better understand and explain the provisions and timeline for implementation of the new law. The first is a very detailed chart for your reference that explains how all of the new health insurance reforms in both the Senate bill and the reconciliation bill will impact private health insurance organized by effective date. The second chart is a simplified timeline that explains how both pieces of health care reform legislation will impact your individual and employer clients. Please feel free to use these documents as part of your business and distribute them to clients if you wish.

From TAHU



For those of you who are attending the TAHU Convention in Houston (April 29 – May 1), you'll want to be sure to take part in the evening festivities.

[Click here for details!!!](#)

Want to join FWAHU?

Would you like to become a member of our FAHU family? Do you know someone who may benefit from being a member of our chapter? HAVE THEM JOIN FWAHU!!!!

Click [here](#) for registration information including a membership application!!!

Legislative Update:

U.S. House Passes Comprehensive Health Insurance Reform

by Kasey Buckner, FWAHU Legislation Chair

On March 21, 2010, the U.S. House of Representatives passed a bill with the most sweeping and broad changes our industry will ever see. Most of you reading this article have kept up with some of the rhetoric and the debate that has ensued over the last year. Two things are certain in this outcome: our industry will be a different industry than it has been; and, there **WILL** be room for insurance professionals in it.

Most of the changes in this bill will not take place until 2014. Until then it falls to many government agencies and state governments to weed through the comprehensive package and formulate the laws and procedures that will affect the insurance industry. There will be new ways of gathering information for clients, new methods for determining rates, new laws around which we will have to navigate proposals, and new levels of compliance that we must meet. It will be like starting a new career in some respects. But there can, and will still, be a career for us.

Your leadership at N.A.H.U. has worked tirelessly over the last many years, as this debate gathered steam, to ensure that there is a role for the insurance agent. Many early proposals did away with our profession completely. Several versions offered little hope for a lucrative career. When it came down to the last two versions, one was more pro-agent than the other. We are fortunate that the former rose to the top of the political drama.

Our industry, and indeed our country, has changed this day. The details of those changes will slowly come to light over the next few years. But we have little need to fear or scurry away from our profession. In that, I have one promise for your future. And it's a promise you need to heed and hold. I promise to you that your future in this industry will be there, if you want to be there with it.

That may not sound like a great promise, but it's true. The very fabric of insurance will be changed by this bill, **BUT** there will always be something in it to sell. The ways in which we conduct business will change, **BUT** there will be business to get. The regulations we will face will be more numerous, **BUT** this might serve to weed out the chaff. And we members of the National Association of Health Underwriters are certainly the cream of the crop. Your voluntary membership in this organization proves that. Only those who care about our industry make the sacrifices to volunteer as we do. And only those who have that servant heart will rise to the top, even amidst the changes we face. I feel certain of that, and you should too.

There is much left to do as the regulations get written. Many challenges will be faced, many things will change. We will keep you up to date as those changes come. But rest assured that **YOU** will have a place in this new world **IF** you want it. **YOU** will be able to succeed **IF** you apply yourself to it. And we all will be able to continue to serve our clients to offer them the best of what we know, have, and can offer. For that is what good people, and good agents do.



Questions, comments, ideas? Have you obtained a certification or designation recently? Let us know! We want to hear from you!

Contact Newsletter
Chair: Lorraine Tune
Lorraine_tune@
yahoo.com

We will be accepting food/money donations to support the efforts of the Tarrant Area Food Bank at every meeting.

Help us by donating non-perishable food items. Please bring your items EACH MONTH.

Together we can help-make a big difference in many lives so please help!



The history of April Fool's Day

The most popular theory about the origin of April Fool's Day involves the French calendar reform of the sixteenth century.

The theory goes like this: In 1564 France reformed its calendar, moving the start of the year from the end of March to January 1. Those who failed to keep up with the change, who stubbornly clung to the old calendar system and continued to celebrate the New Year during the week that fell between March 25th and April 1st, had jokes played on them. Pranksters would surreptitiously stick paper fish to their backs. The victims of this prank were thus called Poisson d'Avril, or April Fish—which, to this day, remains the French term for April Fools—and so the tradition was born.

