

The View

You are cordially invited to Attend
Fort Worth Association of Health Underwriter's



2010-2011 Annual Awards Luncheon
&
Presentation of the
Donna Carnall Career Achievement Award
Honoring our
2011 Recipient

???

Thursday – June 9th, 2011
Beginning at 11:30 am

Rolling Hills Country Club
401 East Lamar Blvd
Arlington, TX 76011

RSVP: www.fwahu.org

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FWAHU welcomes our newest members:

- **Michael K. Parks** –
Higginbotham Insurance
Agency, Inc.
- **Frank Scholz**, CLU,
LUTCF – Harmon
Insurance Agency
- **Johnny Wayne Wallin**
- **Brett Bowden**
- **Kim Clark**
- **Obed Uribio**

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Please support our June luncheon sponsor:

<http://abybenefits.com>



"Every new beginning comes from some other beginnings' end" – Seneca

President's Message

Farewell FWAHU'ers,

This is my last month as your president and concludes 7 years with FWAHU. Ha! I am not going anywhere so you can't get rid of me that easily! I am stepping aside and letting your new president do her thing. I am excited to watch Danielle Kunkle embrace this role and look forward to her blowing me a way. (She has a boat, folks, so convince her to hold luncheons on the lake!)

Come join us as we introduce to you the 2011-2012 board and honor our FWAHU members for their service this past year at our Donna Carnall Luncheon. We are even stepping up the lunch a notch, thanks to Lori Gross who does a fantastic job planning our meals each month 😊 So, come hungry! Thank you all sincerely for allowing me to serve you and know throughout this past year, I have learned plenty and made several friends and look forward to seeing you all in the coming chapter year. Remember, you get out of life what you put into it...and that includes FWAHU. This is YOUR chapter so be vocal to your board regarding things you want to see:) We are open and you are invited anytime!

Signed...Gone but not forgotten,

Gentrie Pool. RHU, SGS, CSA



If you didn't attend the May Luncheon, here is what you missed:

On May 12th, FWAHU served up good food, good CE, and good prices. The 4 hour CE presentation was followed by a charity bake sale.

CE Presentation

Fundamentals of Self Funding Health Insurance – 4 Hr CE

Presented by HealthSmart (provider number 34499, course number 30967)



SB 79 SMALL GROUP AGENT CERTIFICATION CLASS
IS COMING TO FWAHU
WHEN: Friday – JUNE 3, 2011

WHERE: ROLLING HILLS COUNTRY CLUB
401 E Lamar Blvd – Arlington, TX 76011

TIME: Registration begins at 7:30
Class starts sharply at 8:00 am to 5:00 pm

Course Name: Texas Small Group Agent Certification Class
Course Number: Pending Approval
Provider Name: ComedyCE.com LLC
Provider Number: 37719
CE Credits: 8 hours
Instructor: Eric Johnson

FEE: FWAHU/TAHU/NAHU Members - \$80.00
Non Members - \$160.00
Without Reservations - \$90.00/\$175.00
Register & Pay online at: www.fwahu.com

This includes Buffet Lunch and Snacks throughout the Day!

During the 81st Legislature in 2009 – SB 79 Small Group Agent Certification was passed. This certification will designate you as an “expert” in the rules and regulations of groups in the 2 to 50 employee range regarding medical benefits in Texas. This will include underwriting, rate-ups, contributions, participation, open enrollment, renewals, and new hire enrollment. It will include both Federal and Texas laws, Federal programs and alternatives. This is a day you won’t want to miss!

This is an 8 hour CE Course and has a written test immediately following the course certification.

*Open note test should take 20 to 30 minutes grading the test will take a few minutes. You will get the 8 hours CE if you complete the 8 hours, even if you do not pass the test. You may retake the test immediately if you choose (one additional test @ no additional charge) or at a later date. Minimum grade of 70% to pass. Please RSVP Early spaces will fill up quickly.

More Information Please Contact Audra Sullivan 817-228-6760:

FWAHU Awards:
Education- Presidential Citation
Website- Presidential Citation
Medium Chapter of the Year- Fort Worth!!!!



Congratulations to the Hollis Roberson award recipient our very own Briscoe Dunn!!!

I would like to give a BIG SHOUT OUT to the FWAHU members who attended May's luncheon. Thank you very much for your generosity during the dessert auction. It was a huge success and we raised \$667 for the children of Kenya East Africa. The big auction item was the barbie doll cake that sold for \$105. From the FWAHU donations alone, I am able to take 40 shoes. THANK YOU I cannot wait to see the children's smiling faces as they receive their shoes. What a blessing it is for me to be able to be a part of this wonderful ministry there is Kenya. Chris and Lisa Moore, missionaries and my friends, also wanted to say thank you for your generosity. If you want to see what is going on in Kenya, check out their website at www.real4christ.com I guarantee you will be blessed.



I leave June 8th and will return on June 22nd. Please keep me and the entire team of 17 members in your prayers during these two weeks. I will share about my trip during July's meeting! Thanks again for your generosity and support!

Christy Monteith

EASTER BASKETS FOR GILL CHILDREN'S SERVICES

The Easter baskets were wonderful. I am working on getting you photos! One family had 6 children and she broke down crying when she realized that each of her children would receive a basket. Thank you!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!

Gill is featuring FWAHU in our May newsletter and would like a copy of your logo in: jpg, it should be higher resolution (print typically requires 300 dpi, whereas web files are only 72 dpi). Is that possible?

Hope you are having a great week!

Amanda Stallings, Executive Director
Gill Children's Services



If you are interested in obtaining information on the **RHU, REBC and ChHC curriculum**, please contact Gentry Pool at gentry@iisbenefits.net

Also, as a student, if you are members of NAHU you can take part in the upcoming webinars sponsored by NAHU with no additional webinar fee.

This is a savings of \$135 per course per student.

The upcoming webinars will be starting Sept. 6 – HS325, Sept. 7 – HS340, and Sept. 8 – HS313.

The new courses on Healthcare Reform, HS345 and 346 will start the first week in July and there is no webinar fee if you register before the end of June.



New Study Finds Eye Exams First to Detect Chronic Diseases

2.4 Million Americans Identified with Chronic Disease Through Eye Exams

Study Shows Employers Offering Vision Benefits Save \$4.5 billion on Healthcare Costs due to Early Detection of Disease

RANCHO CORDOVA, Calif., April 19, 2011 /PRNewswire/ -- A new study released today shows that eye exams are often the first to detect chronic diseases like diabetes and hypertension. The study, conducted by Human Capital Management Services Group (HCMS), a national human capital consulting firm, found that eye doctors detected signs of certain chronic conditions before any other healthcare provider recorded the condition—65 percent of the time for high cholesterol, 20 percent of the time for diabetes, and 30 percent of the time for hypertension.

"With the national healthcare system focused on prevention and early detection, annual eye exams play a critical role in detecting signs of chronic diseases even at the beginning stages as eye doctors have the only unobstructed, non-invasive view of blood vessels," said Susan Egbert, director of eye health management, VSP Vision Care, the nation's largest eyecare provider who commissioned the study. "Additionally, individuals who have a VSP vision plan are three times more likely to get an annual eye exam than a routine, preventive physical, making it a critical component of overall health and wellness."

When the study was applied to VSP's entire membership of 56 million, the following received early treatment for chronic diseases as a result of their eye exam:

65 percent of the 2.2 million members with high cholesterol (1.5 million), resulting in two-year savings of \$1.7 billion

20 percent of 1.5 million members with diabetes (296,800), resulting in two-year savings of \$827 million

30 percent of 2.2 million members with hypertension (667,800), resulting in two-year savings of \$2 billion

The HCMS study further revealed that employers offering vision benefits experienced 7 percent less absenteeism, 4 percent less employee turnover and savings on insurance and workers' compensation costs. Early detection of chronic diseases like diabetes and hypertension also increased the likelihood employees would be proactive with their healthcare and more likely to see a medical doctor to receive follow-up care.

<http://www.prnewswire.com/news-releases/new-study-finds-eye-exams-first-to-detect-chronic-diseases-120223369.html>

Article Submitted by: Tiffany Bullock, Ameritas, Small Group Manager tbullock@ameritas.com



Member Spotlight: Johnny Wallin

Since Johnny was little, his mother Tracy Mcmillan has been an insurance agent. He remembers how important it was to her to help her clients as ethically as possible, and also that she was very emotionally attached to her job, perhaps more so than most people. So the day he turned 18, he took his licensing test and ever since has been working on building his own book of business from the ground up. He is staying as educated as possible so that he can not only be a service but a resource for his clients.

Johnny now works at the Copeland Group as a direct assistant for FWAHU's incoming vice president Beth Stevens. While his job is to help Beth with all the day to day activities of a Medicare FMO, Johnny is quick to admit how lucky he is to be in a position to absorb so much information from an industry Medicare expert, as this is sure to help him build his own personal sales and knowledge.

When Beth suggested that he start attending FWAHU meetings to get to know more of the fellow agents in his area, Johnny saw a great opportunity to learn from others successful agents about how he can better service his clients. He is looking forward to networking with a variety of people in our association.

Outside of work, Johnny is finishing up his first year of college at TCC and plans on continuing onto TCU afterward. While his work and school schedule take up the better part of his time, Johnny is an admitted Rangers fan and tries to catch as many games as possible.

FWAHU welcomes Johnny! How nice to see young agents joining our association with such a bright outlook for their future. We wish him much success.

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