



The View

February 2012



Our vision is that every American will have access to quality, affordable health insurance and the services of professional insurance agents and brokers.

President's Message

Our January luncheon was a smash hit - with over 75 members in attendance! Thanks to all the terrific members who joined us for this really fun event. We held a talk-show theme of "New Year, New You" hosted by none other than Sharon Alt. Sharon invited a number of TAHU members up to the "couch" to be interviewed about their New Year's resolutions. Special guests included Misty Baker, Tiffany Kaiser, Audra Sullivan, Chaliese Drum, and Susan Murray.

This event allowed our membership to meet their incoming president and hear a bit about her plans for next year. Misty Baker got a chance to tell us about her new job, and to answer member questions as to why she stepped down from the board. However, everyone was very glad to hear that she plans to still be active in TAHU. Perhaps most exciting was Susan Murray's introduction of our very own Android App for FWAHU. That's right - our members can now scan our barcode to their

phone, and their FWAHU app will allow them to check out the chapter's upcoming events, read the latest news, and even register for luncheons and CE.

We owe Susan Murray a round of applause for helping FWAHU to set up this application. How many chapters do you know that have their own Android App and can RSVP for their chapter luncheons right from their mobile phone? Way cool!

Afterwards members stayed on as Eric Johnson taught the ComedyCE.com ethics course called "Finally a Fun Ethics Class." Attendance for CE was also high, and I'm proud that our chapter continues to churn out so many CE opportunities for our members. Audra Sullivan also taught a 2 day CBC designation course in January, and had 13 members in attendance for this 2-day CE course. Hurray for Audra who gives so much of her time and knowledge our organization - *(continued on page 2)*

Inside this issue

President's Message	1
President-Elect	2
Upcoming Events	3
Golf Tournament	4 - 7
FWAHU Pictures	8
Calendar of Events	9



President's Message

(continued from page 1) we are lucky to have her! On the 9th we will hold our next breakfast luncheon. Our topics for this luncheon include dental and vision products, and your President-Elect, Tiffany Kaiser, will not only teach the CE course, but will also give us an update on her recent trip to Capitol Conference as FWAHU's delegate.

Last but not least...our newly designed website - www.fwahu.com - is up and running. Check out the home page for many of the details about upcoming FWAHU events, and get involved! There's never been a better time to step up and participate in your association.

Please hold the date of Monday April 2nd for our upcoming FWAHU Golf Tournament. We are signing up both players and sponsors right now, so we hope you will join us for a fun day on the greens.

Danielle Kunkle
FWAHU President

Taking Back the Capitol – NAHU Cap Conference

By Tiffany Kaiser, President-Elect

As a first time participant in NAHU's Cap Conference, I had low expectations. I expected to be lectured incessantly about the basics of lobbying and our goals on behalf of the association. I thought maybe we might get to hear from one or two congressmen or perhaps just members of their staff. Needless to say, my expectations were blown out of the water by the influence of our great association and the lineup of powerful speakers we heard. I never thought this association would make me feel so proud to be a member. A few highlights were the following:

Janet Trautwein – This woman knows how to get people to rally around a cause. Due to her influence and the influence of members of our association, NAHU Cap Conference participants scheduled over 400 visits with members of Congress in 3 days. With over 700 participants in the conference, that is an incredible amount of time in front of our Nation's decision-makers. Janet told us what to focus on and which issues to avoid. Providing accurate and bipartisan information to members of Congress on a continual basis is all done thanks to NAHU staff. Focusing on the details of PPACA or the Affordable Care Act (depending on who you ask) has allowed NAHU to play a pivotal role in the future of our industry.

Steve Larsen from HHS – The Director of the Center for Consumer Information and Insurance Oversight was surprisingly candid and honest about the intentions of HHS in regards the roles of the state and broker in light of PPACA. He is a supporter of the 'agent role' and has been working closely with NAHU to make sure our expertise is heard. HHS is continuing to review regulations regarding employers and their responsibilities with clarifications forthcoming. Their biggest project right now is to clarify how the states and federal government are supposed to operate exchanges but he is confident that they will be ready to serve consumers by 2014.

Speaker of the House John Boehner – This was a real highlight for me as I follow the Republican House members closely. Speaker Boehner made several declarations during his speech to NAHU. First, he believes 'the power should be with patients, not the government'. A true Republican, he advocates smaller government in terms of our country's health care industry. He believes that PPACA will bankrupt our country and cripple our economy. In terms of how the states should operate exchanges, Boehner believes that a 'one size fits all' approach will not work. He appreciates the role of the agent and all that our industry does to help clients find affordable health care benefits.

For more on my time in Washington, DC as a Cap Conference participant, please join us Thursday, February 9 as I will give a legislative update during the luncheon.

FWAHU's Upcoming Events



FWAHU has some great events planned for you in the next couple months – we hope you can attend. Click [here](#) to RSVP for any of the below events.

Thursday, February 9th 8:30am: Breakfast Meeting

Please join FWAHU for a special breakfast meeting on Thursday, February 9th. We'll receive a legislative update from members who attended NAHU's Cap Conference and the TAHU Legislative Day followed by presentations on vision and dental coverage from Lisa White with VSP and Tiffany Kaiser with Ameritas Group. The dental course has been filed for one hour of continuing education credit (pending approval). We'll also meet several dental & vision carrier reps and have an opportunity to learn more about the products they offer during our exhibitor time. As agents are searching for ways to replace the income they're losing thanks to health reform, don't miss this opportunity to learn about a couple potential revenue streams. Visit the FWAHU website for additional information, or contact John Merrifield at john@ifcbenefitsolutions.com if you're interested in being an exhibitor.

Thursday, March 8th 11:30am: Luncheon

Please join FWAHU on Thursday, March 8th as we welcome [Katrina Daniel](#), Senior Associate Commissioner for the Life, Health, and Licensing Division of the Texas Department of Insurance. Ms. Daniel oversees the regulation of a wide range of life, annuity, accident and health insurance, and related coverages offered by insurance companies, in addition to the licensure of insurance agents and adjusters, and other health insurance administrators. Ms. Daniel also oversees development and approval of workers' compensation health care networks. Ms. Daniel and her staff implement state and federal legislation and monitor the extensive federal activities related to life insurance, health coverage, and licensing. She places a high priority on educating regulated entities and other interested parties. We are very fortunate to have the opportunity to visit with Ms. Daniel – this is a meeting you definitely don't want to miss.

Thursday, March 8th 1pm: LTC Re-Certification Course

Following the March luncheon, Mike Smith will be presenting the 4-hour Long-Term Care Re-Certification Course. This course is required every license renewal for agents who have the long-term care certification. The price is just \$40 for members and non-members and includes 4 hours of CE credit, a LTC reference binder, an afternoon snack, and the first round of drinks (sponsored by [Alt Bentley Yates](#)). [The Brokerage](#) has even offered to buy lunch for any first-time FWAHU attendees (non-members) who would like to join us for the lunch with Katrina Daniel. Please contact Sherry Kelson at sherry@thebrokerageinc.com for more information. (Note: Because this is a special certification course, it is not covered by the FWAHU Season Pass.)

Monday, April 2nd 1pm: FWAHU Golf Tournament

The FWAHU Golf Tournament is a member favorite, and this year's tournament is fast approaching. Please join FWAHU on Monday, April 2nd at Sky Creek Ranch in Keller for a day of fun and help us raise money for Gill Children's Services. Click [here](#) for more information on participating in or sponsoring the event.

Discounted Golf at Rolling Hills

Want some practice before the FWAHU Golf Tournament? Rolling Hills Country Club has generously offered to allow up to 16 FWAHU members or guests to play a round of golf after the February breakfast meeting or March luncheon. The cost would be \$40 + tax per player and would include greens and cart fee, 2 players per cart. If you're interested and would like more information, please add your name to the [list](#) and we'll get back with you soon.

Small Employer Health Benefit Plan Proposed Rules

The department has proposed a rule implementing Senate Bill 80, enacted by the 81st Legislature, Regular Session, allowing carries to offer a small employer health benefit plan with 100 percent employer contribution. A copy of this proposed rule may be accessed at: <http://www.tdi.texas.gov/rules/2012/documents/26.8.pdf>.

Edward Oleksiak

FWAHU Golf Tournament



We are nearing the stretch run for sponsorship of our 2012 FWAHU Golf Tournament. We have a fantastic event planned this year at the Sky Creek Ranch Golf Club in Southlake, TX. The facility and golf course are both excellent and we expect great weather and a fantastic event this year.

I would like to ask you to become a 2012 sponsor for our tournament. This is our chapter's biggest event of the year and we use proceeds to benefit Gill Children's Services of Fort Worth, our favorite local charity. If you are not familiar with the services that Gill provides our community's children, please take a look at their website and the amazing services they provide to children that have no where else to turn:

<http://www.gillchildrens.org/>

Tournament Details:

Date: **Monday, April 2, 2012**

Place: **Sky Creek Ranch Golf Club**

Address: 600 Promontory Drive, Keller, TX 76248

I have attached our sponsor level document, our sponsor commitment form and the golfer registration form. If you can't commit to a sponsorship, you can still register to play in the event this year.

You are more than welcome to contact me with any questions you may have.

Please join us for a great time for a great cause. Don't miss it!

Kelly D. Dills



Don't Miss Your Shot



to sponsor the

2012 FWAHU Annual Golf Tournament

Please select your sponsorship level and fill out the contact information below

Email completed sponsorship form to kelly.dills@americangeneral.com

- Title.....\$3,000
- Gold.....\$1,500
- Silver.....\$1,000
- Bronze.....\$500
- T-Box.....\$150

Company Name: _____

Contact Name: _____

Contact Email: _____

Company Address: _____

Phone: _____

Fax: _____

Signature of Company Representative:

Don't Miss Your Shot



to play in the

Benefitting:
Gill Children's Services

2012 FWAHU



Annual Golf Tournament

SKY CREEK RANCH GOLF CLUB

600 Promontory Drive

Keller, TX 76248

Fees

Team of Four.....\$600

Individual.....\$150

Entry fee includes: Snack, Dinner, Golf, Friends, and Fun

Visit www.fwahu.com to register and pay online

(or use attached paper registration form)

Schedule

Registration.....11am

Shotgun Start.....1pm

Awards Ceremony and Dinner.....6pm

Registration for Team Members

Name: _____
Company: _____
Occupation: _____
Address: _____
City/State/Zip: _____
Phone: _____
Fax: _____
Email: _____
Handicap: _____

Name: _____
Company: _____
Occupation: _____
Address: _____
City/State/Zip: _____
Phone: _____
Fax: _____
Email: _____
Handicap: _____

Name: _____
Company: _____
Occupation: _____
Address: _____
City/State/Zip: _____
Phone: _____
Fax: _____
Email: _____
Handicap: _____

Name: _____
Company: _____
Occupation: _____
Address: _____
City/State/Zip: _____
Phone: _____
Fax: _____
Email: _____
Handicap: _____

For More Information Contact

Kelly Dills at

kelly.dills@americangeneral.com or (214-654-6477)

Mail Registration Forms to

FWAHU Attn: Kelly Dills

PO Box 380456

Duncanville, TX 75138-0456

Fun with FWAHU

Pictures from the January's "Talk Show" meeting!





Vickie Wallace is the focus of our new member spotlight this month. Vickie is currently a career agent with Principal Financial Group, helping individuals and small businesses with income protection and retirement planning.

Vickie decided to join FWAHU to be able to translate to my clients what they need to know about the changing healthcare landscape. The PAC is especially important as we have to speak up now or forever hold our peace!

Vickie is married with grown children; resides in Southwest Arlington, offices in West Fort Worth. Her hobbies include photography, organic gardening and movie watching!

FWAHU is excited to have Vickie as a new member and everyone be sure to extend a warm welcome at our next meeting.

NAHU Membership Contest

Share with your colleagues all the great reasons for joining NAHU! This is a great time to grow our membership and we will encourage your recruitment efforts with a reward. **Recruit four new members from February 1 – April 30 and NAHU will waive your membership dues for one year! If you are a monthly draft paying member, we will stop your draft payments for one full year. Make sure you are listed as the sponsor on the application and we will take care of the rest.**

All our local chapters are encouraged to participate as well. So, as an extra incentive, the chapter with the highest growth rate from February 1 – April 30 will be rewarded with \$1,000! This money is to be used to send a member(s) to either NAHU's Annual Convention or Capitol Conference. We will be giving the reward to one small local chapter and one large local chapter. If you are a state chapter that does not have any locals, you will be considered a "local" chapter.

This contest will certainly heat up the competition for the Membership Cup! The Membership Cup is awarded to the region that brings in the most new members, has the highest growth rate and highest retention rate. All of our winners will be announced in June at the Annual Convention in Las Vegas.

Calendar of Events

February 9th

Breakfast Meeting

CE: Vision

Visit with Exhibitors:

Dental & Vision Carriers

CE: Dental

March 8th

Distinguished Speaker Series

CE: LTC Re-Certification Course

Networking Happy Hour

April 2nd

FWAHU Golf Tournament

