



ANNUAL REPORT 2017

The Fort Worth Association of Health Underwriters respectfully presents its many accomplishments of 2017.

LEGISLATIVE ACTIVITY

FWAHU remains committed to protecting the role of agents and brokers in the health insurance marketplace. In 2017, board members and chapter members alike attended numerous congressional meetings to work with legislators on topics like COBRA as a qualifying event and repealing and replacing Obamacare. Key events included member involvement in both the NAHU Capitol Conference and the TAHU Legislative day. Additionally, FWAHU worked to ensure that general meeting content provided membership with information regarding key areas of legislation throughout the year. Members are encouraged to actively participate with local legislators through NAHU's Operation Shout outreach program as well as in person meetings locally.

COMMUNICATIONS

FWAHU's website continues to function as a cornerstone of member resources and information. Highlights include Electronic Communications focused information to create dialogue from members on the following topics:

- Legislation & Public Affairs
- Professional Development
- Membership
- Foundation
- Board of Directors

PUBLIC SERVICE

FWAHU hosted a number of public service events throughout the year with our large achievement raising \$1000 for Gil's Children at our annual golf tournament.

MEMBERSHIP

Membership growth and retention was strong during the year and the chapter obtained a 11.88% net gain in membership in 2017.

EVENTS/MEETINGS

Each month, FWAHU hosts a local luncheon with content pertinent to the industry and continuing education course offerings. In addition to these meetings, Consumer Products Sales Symposium presenting key information regarding sales to the individual and senior markets, TAHU's Small Group Specialist designation, and NAHU's Voluntary Worksite Certification.

PROFESSIONAL DEVELOPMENT

FWAHU presented ten continuing education events throughout the year with twenty-five course hours offered. Members and guests participated in over 1000 continuing education hours hosted by the chapter.

MEMBER RECOGNITION

2017 Leading Producer Round Table Qualifiers

Tonya Booth – Soaring Eagle

John Faherty – Lifetime

Eric Johnson – Soaring Eagle, Carrier Rep

Krista Palmer – Leading Producer

Audra Sullivan – Golden Eagle

Tony Zavala – Soaring Eagle



MEMBER RECOGNITION (cont.)

2017 Triple Crown Winners

Amy Adams, SGS
Stacy Cochran, RHU
Krista Palmer, SGS
Michael David Smith, LTCP

Top Membership Recruiters

H Elizabeth Christensen
Krista Palmer

2017 HUPAC Contributors

Amy Perry
Audra Sullivan
Beth Christensen
Bryan Keathley
Carla Daugherty
Clifton Stubbs
Danielle Kunkle
Debra Gilbert
Gentrie Pool
James Fittz
John Gross
John Merrifield
Krista Palmer
Lane Wells
Laura
Firestone
Michael Smith
Roy Ray
Ryan Holloway
Stacy Cochran
Tony Zavala
Tonya Booth
Walter Landwehr

2017 TAHUPAC Contributors

Amy Adams Perry
Audra Sullivan
Beth Christensen
Cliff Stubbs
David Prewitt
Johnny Wallin
Kevin Faherty
Robert Lay
Stacy Cochran
Susan Murray
Tonya Booth
Wesley Foster

The information included in this report is general in nature. For more specifics on FWAHU's many programs and services, please contact aperry@onedigital.com.

Please note: Chapter Records; including but not limited to, the annual report, chapter bylaws, policies and procedures, strategic planning minutes/plan, board meeting minutes, and chapter financials are available for FWAHU members to view online at www.FWAHU.org