



## ANNUAL REPORT 2018

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 2018.

### 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

2018 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.)

2018 Triple Crown Winners

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

Top Membership Recruiters

H Elizabeth Christensen  
Krista Palmer

2018 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

2018 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](mailto: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](http://www.FWAHU.org)