

RHUster



Calendar of Events

Tuesday, Feb. 22nd, 2005

**Day at the Capitol
Oklahoma City
Registration form included**

Thursday, March 17th, 2005

**TAHU Chapter Meeting
Renaissance Hotel
Details TBA**

Thursday, April 14th, 2005

**TAHU Spring Symposium
Helmrich Center
Details TBA**

Welcome New Members

Attention Region 6 Members

What: Membership drive

When: January 1, 2005-3/31/2005

Why: For the chance to win a \$1500 Travel Voucher to beautiful Miami, Florida, for the 2005 NAHU Annual Convention

In just 3 easy steps, you can get a ticket in the hat for a great prize drawing! Your Region 6 team is sponsoring a membership drive to help bring the NAHU membership to its goal of 21,000 members by June 2005.

To get in, all you have to do is become a Triple Crown member. To be a Triple Crown member, you have to:

*Recruit 2 members between 1/1/05 and 3/31/05

*Be a 10x12 HUPAC contributor (or donate \$150 during the contest period)

*Make 3 Operation Shout communications during the contest period

It's that easy. Once you become a Triple Crown member, who will be announced in April 2005, you'll have one ticket in the hat. For each member you bring in during the contest period, above your first two, you'll get another ticket in the hat. The drawing will take place as soon as the first quarter Triple Crown members are announced in April.

The \$1500 prize will cover most, if not all of your travel to convention, including your airfare, meeting registration, hotel expenses and a little food/fun money to boot! Help out your association for a chance to see the wonders of Miami, Florida. Contact your Region 6 Membership Team with any questions or comments: Lisa Derycke lsderycke@sbcglobal.net

Please welcome our newest members at the next meeting:

Marilynn Phillips - Sponsor Charlene Parker

Tracy Stevenson - Sponsor Michelle Ragsdale

If you would like to be a sponsor of the next edition of the RHUster, please call Andrea Blevins at 663-8888 for more details.

***Tulsa Association of
Health Underwriters
2004 – 2005 Officers***

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bwhite@ccok.com
918-594-5295, ext.6125

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If you are interested in serving on the TAHU Board of Directors or in chairing or serving on a committee, please contact one of the current members of the Board.

Insurance Professional Corner

The Leading Producers Round Table honors the finest health and disability producers in the industry. Similar to the Million Dollar Round Table™ for life Producers, this is a prestigious honor that separates the average producer in our industry from those few who achieve superior results. For 2005, there are four categories of qualifications: Golden Eagle, Eagle, President's Council and Leading Producers Qualifier.

LPRT Participation is restricted to active NAHU members; the LPRT application will appear in HIU magazine through the March issue, or can be downloaded <http://www.nahu.org/awards/LPRT%20Office%201-05.pdf> from the NAHU website. Completed applications must be returned to NAHU by March 31, 2005; those who qualify will receive their plaques or certificates in May.

In addition to the prestige of being identified among the top producers in our industry, LPRT qualifiers will receive a complimentary registration for a NAHU –sponsored education webinar (date and topic to be determined). Additionally, LPRT will sponsor a General Session speaker at the NAHU Convention in Miami; we've tentatively scheduled Michael Abrashoff, author of "It's Your Ship: Management Techniques from the Best Damn Ship in the Navy". All LPRT qualifiers in attendance will be given preferential reserved seating for this session.

Please complete the LPRT Application to join this select group of health insurance professionals. If you have any questions, please call Margie Dixon-Loudon at 703-276-3831.

THOUGHT OF THE DAY:

"If the #2 pencil is so popular, why is it still #2?"

"If the police arrest a mime, do they tell him he has the right to remain silent?"

Help HUPAC Help You:
Because if you won't-
Who will???

Along with its lobbying and "grassroots activities", HUPAC is a critical element of NAHU's legislative program. By supporting congressional challengers and incumbents who are accessible and willing to consider NAHU's point of view, HUPAC increases the credibility and clout of our lobbying efforts on Capitol Hill. To make a contribution please contact Susan McGinnis at susan.mcginis@ahlcorp.com or complete the form that is included in the Rhuster.

Editorial Policy

The statements and opinions contained in this publication are those of the authors and are not necessarily a reflection of TAHU's policies, opinions or beliefs. Comments regarding the content of this publication should be directed to:

TAHU
RHUster Editor
P. O. Box 52677
Tulsa, OK 74152

RHUmors



**Check out the TAHU WEBSITE at oktahu.com
Banner advertising is available on the TAHU website. If you are interested please contact John Lamb at jlamb@advben.com**

Tim Hendricks has moved to a new location. He is now located at 1605 S. Eucalyptus, #200, Broken Arrow, 74012. The phone and fax are the same.

The Life and Health Division of Thomason, Tyler and Lynch has relocated to Ste. 200, 1605 S. Eucalyptus, Broken Arrow, OK 74012. Derek Rader can be reached at 918-307-2678. His fax number is 918-488-1130.

Do you know a special achievement, loss of a loved one, birth of a child or grandchild, or a tragedy that needs attention and support that should be shared with our members? If so, list it here in this monthly feature . . . fax in your "RHUmor" to Andrea Blevins at (918) 663-4388.

Don't forget if you need to do a little shopping on line: Go to our new website (www.oktahu.com) and order something from Amazon.com and the Association makes an override!

To give TAHU credit, simply type in www.oktahu.com and then click on the Amazon banner to access the Amazon website. All of your internet shopping can be done there, and at the same time you are giving back to your organization.

DAY AT THE CAPITOL

Each year our association holds a "Day at the Capitol". This event is held to increase influence with the legislators and to raise funds for the organization. Our State Board has made the decision again this year to underwrite the cost of this event and it will be free to members. We need to concentrate on the "influence building" at the Capitol this year. Our past gains can be solidified and additional progress made if we can turn out a very large number of people for this event. This year the committee has worked very hard to organize the event and put together binders for us to hand out. In order to make sure we have all districts covered the committee has requested that I send a notice of all attendees by Friday.

Please complete your registration form and return it to melissa@magooninsurance.com or fax to 742-6162.

I appreciate your taking the time off and promise your time will not be wasted. In the past we have had a good turn out from Tulsa but this year we need a record turn out because of the large number of new legislators.

Thank you for your support!
Melissa Parchman
Legislation Chair

Day at the Capitol

Tuesday, February 22, 2005

Sponsored by The OSAHU, The OKCAHU, and the Tulsa AHU

State Capitol Room 104 7:30 a.m.

Registration Form

- Yes, I plan to attend the Day at the Capitol and support our industry. I understand that there is no charge for attending and that this will only require one-half day of my time. I can invest this much in my future.**

Name:

Home Address:

Phone:

E-mail:

- I would like to deliver our message and reference manual to my Representative and Senator.**

My Representative is:

My Senator is:

- I will volunteer to help with this important project. Please contact me.**

Notes:

Message from the President . . .

If you have not made up your mind if you are going to go to Oklahoma City for the Day at the Capital, let me remind you of a reason or two why you probably belong to our association:

- Legislation
- Legislative Issues
- Being able to discuss your business with a Legislator

I can come up with more. But, the point is, if all you do is come to the meetings for some CE credits, you are really missing the point. This is your LIVELIHOOD. This is your BUSINESS. This is important.

You can be legislated out of a job in a matter of months if you do not stay in tune with what happens in our state Capital and our nation's capital. Trust me, the stroke of pen can wipe out years of hard work. Let's keep the momentum our past membership rosters have built upon, and let's continue it for the future. Day at the Capital is just one way you can really help us all make a difference.

See you there,

Bob White

President, Tulsa Association of Health Underwriters

Membership News

A Deal for You

NAHU and Benefits Selling Magazine have worked together to give NAHU members a discount off admission to the Benefits Selling Expo (www.benefits-selling-expo.com), which will be held February 28-March 2 in Orlando, Florida. Top benefits brokers and advisors will group and voluntary benefit sales strategies at this expo; log on and use NAHU member discount code NAH005 to register and save \$50 now.

A Helping Hand

As you've heard, the NAHU Board of Trustees recently met to discuss the tragedy caused by the tsunamis in Asia. In an e-mail to all members, the Board recommended two groups, the American Red Cross and Save the Children, as ones that NAHU members can donate to. Knowing the generosity of our members, we're sure the response is amazing. If you have already contributed to this effort, thank you on behalf of the Board of Trustees.

Broker Compensation Update

On January 7, NAHU held a teleconference with state legislative chairs and lobbyists to discuss the latest broker compensation issues and the NAIC Producer Licensure Model Act. We discussed what NAHU has done, what states can do, and the implications of NY Attorney General Eliot Spitzer's investigations. You can read the minutes of this call at http://www.nahu.org/government/NAIC-Broker%20Comp%20Issue/NAIC_Broker_Comp_SLC_Teleconference.htm.

NAHU would like to thank all of their membership and retention chairs. Last year was their best year of growth ever. It looks like the final membership number for the year will be 19,500, which is great. NAHU really appreciates all of your hard work.

For 2005, NAHU would like to continue the great job of retention that they did in 2004, while trying to focus again on reaching out and recruiting new members. Here is a link to the tools page for recruitment resources:

www.nahu.org/chapters/TOOLS/Index.htm.

Consumer-Directed Health Care Education Series

NAHU is holding a series of Web seminars on selling and communicating consumer-directed health plans. The first seminar will be held on February 23. Invitations will be sent to members soon. Please mark your calendars with these important dates for these five Web seminars. NAHU would like to thank Ric Joyner and eFlexGroup for generously sponsoring this series:

2/23: Making Sense of Alphabet Soup

3/16: Communicating Consumer-Directed Options to the Employer

4/13: Communicating Consumer-Directed Health Care Options to Employees

5/18: FSAs, HRAs and HSAs – When Do You Use Which Plan and How Can They Work Together?

6/8: Putting the Knowledge into Action

You can sign up for individual seminars or the whole series. The cost of each seminar is \$25 or \$100 for the whole series of five. All seminars will be recorded and each CD will be available for purchase for those unable to attend.

Below the American Insurance Agency released several articles regarding commissioner changes in Arkansas and Oklahoma.

AIA WELCOMES JULIE BOWMAN AS COMMISSIONER OF ARKANSAS DEPARTMENT OF INSURANCE

LITTLE ROCK, AR Jan. 25, 2005 - The American Insurance Association (AIA) today welcomed, Julie Benafield Bowman, as commissioner of the Arkansas Department of Insurance. Gov. Mike Huckabee (R) announced her appointment on December 7, 2004, and she officially assumed her new role on January 17, 2005.

"AIA and its member companies congratulate Ms. Bowman on her appointment as Arkansas's new insurance commissioner," said John Marlow, AIA assistant vice president, southwest region. "We look forward to working with Ms. Bowman and her staff on maintaining Arkansas's stable and competitive property-casualty insurance market. Her extensive experience in the insurance industry will make her a valuable asset not only to the Arkansas Insurance Department but to all Arkansas citizens." Ms. Bowman moves over to her position at the Arkansas Department of Insurance from the Arkansas Workers' Compensation Commission (AWCC) where she served as Chief Executive Officer since May of 1998. She succeeds Mike Pickens whose term expired in this month. www.aiadc.org.

6) AIA WELCOMES KIM HOLLAND AS COMMISSIONER OF OKLAHOMA DEPARTMENT OF INSURANCE

OKLAHOMA CITY, OK, Jan. 25, 2005 - The American Insurance Association (AIA) today welcomed a long-time insurance executive and public servant, Kim Holland, as commissioner of the Oklahoma Department of Insurance. Gov. Brad Henry (D) announced her appointment January 21, 2005.

"AIA and its member companies congratulate Ms. Holland on her appointment as Oklahoma's new insurance commissioner," said John Marlow, AIA assistant vice president, southwest region. "There will be several major issues facing the insurance industry this year in Oklahoma, especially workers' compensation reform. We welcome the opportunity to work with Ms. Holland and are confident she will help restore public confidence in the office and create a fair and balanced regulatory environment that protects the interests of all Oklahomans."

Holland moves over to her position at the Oklahoma Department of Insurance from Team Insurance Group (formerly the Quarles Group) where she served as executive vice president. She succeeds Carroll Fisher who resigned under fire amid criminal charges and legislative impeachment proceedings. www.aiadc.org

AWARDS



Each month we would like to highlight a couple of awards that our chapter strives to win each year at the National Convention. We would like our members to know what criteria is needed to win the awards, so in the future, you may help us to win those awards for our chapter.

Presidential Citation & Pacesetter Award

The deadline for awards submissions is 3/31/05. In order for TAHU to receive the maximum points for these awards-

We urge members to send postcards, emails or letters to state and/or national legislators on health care issues. We also ask that you ask your clients do the same. (Documentation could be copies of letters to legislators sent by members or their clients, newsletter articles where we are urging our membership to write their legislators and asking their clients to do the same)

We also urge members to send letters, emails or postcards to their carrier(s) requesting CEOs to financially and otherwise support NAHU and its programs. At the last general membership meeting we distributed copies of sample letter and CEO contact list. If you did not receive the sample letter or CEO list, please email Sheila Hood shood@hillcrest.com or Tina Anecito tanecito@ccok.com and they will make sure you have those. (Documentation could be copies of letters, emails or postcards to carriers discussing the importance of our association and urging their ongoing support of NAHU)

Please send copies of letters/emails to Sheila Hood at shood@hillcrest.com or Tina Anecito tanecito@ccok.com in order for us to receive credit towards the Presidential Citation Award.

Awards Reminder: Members and carriers, please copy Sheila Hood (shood@hillcrest.com) or Tina Anecito (tanecito@ccok.com) on any correspondence to or from legislators/insurance commissioner. Also, anytime a member is on the radio, TV, or is quoted in a news article, letter to the editor, etc – send documentation to your Awards Committee.



Health Underwriters political Action committee

c/o Allstate Workplace Division, 8516 E. 101st, Ste. H, Tulsa, OK 74133
(For more information on HUPAC, please contact hupac@nahu.org)

I want to support the legislative activities of the National Association of Health Underwriters!

My contribution to HUPAC is enclosed:

\$1000 \$500 \$200 \$100 \$50 \$25 **\$10 x 12**

Personal check made payable to HUPAC

Remind Me: Annually Semi-Annually Quarterly

Please forward check with this contribution form to the address above.

Please type or print

Name _____

Address _____

City _____ State _____ Zip _____

Business Phone _____ E-Mail _____

____ I want to make a \$ _____ **ONE-TIME** contribution with a **PERSONAL** check/credit card (please circle one)

____ I want to make a \$ _____ **MONTHLY** contribution from my **PERSONAL checking account** (please include a voided **PERSONAL** check with this form and provide the information below)

____ I want to make a \$ _____ **MONTHLY** contribution using my **PERSONAL credit card** (please provide the information below)

____ I want to **INCREASE MY MONTHLY** contribution \$ _____ using my **PERSONAL check/credit card** (please circle one and provide the information below)

Visa Master Card Discover American Express

Credit Card Number _____ Expiration Date ____/____/____

Name as it appears on credit card _____

Signature _____

Contributions to HUPAC are strictly voluntary and not a prerequisite for membership in NAHU. Only NAHU members and their immediate family members can contribute to HUPAC. Contributions are not deductible as charitable contributions for state or federal income tax purposes. HUPAC can accept only PERSONAL contributions. Corporate contributions are prohibited by federal law.

SHOOT FOR THE STARS!!!

TULSA ASSOCIATION OF HEALTH UNDERWRITERS
Membership Contest

We are having a casting call for new cast members! Auditions will be from January 1st through April 30th.

For each new member, Talent Agents (SPONSORS) will receive a **\$5 gift card** to:



In addition to this great opportunity with each new member the Talent Agent (Sponsor) qualifies for the Award Drawing. The Award Level will determined by the total number of new members. It goes as follows:

Tulsa Spot Award

Curtain rises when **10** new members are *recruited.

Award: **"At Home with the Stars"** package
Pizza and the DVD Star Wars Or \$50 Cash

People's Choice Award

Curtain rises when **20** new members are *recruited.

Award: **"Stars on the Town"** package
Dinner for two at Charleston's, Movie Passes w/ popcorn and soda Or \$100 Cash

ACADEMY AWARD

Curtain rises when 30 new members are *recruited.

Award: **"The Star Treatment"** package
Dinner for two at Flemings Steakhouse, Movie Passes w/ popcorn and soda
AND
\$100 Cash

**recruited" = Application and Fees Received.



National Association of Health Underwriters

America's Benefits Specialists



Annual Golf Tournament

May 9, 2005

Cimarron Trails Golf Course, Perkins, Oklahoma

Proving that the healthcare industry can still be fun . . . come join us at Cimarron Trails Golf Course in centrally located Perkins, Oklahoma. The tournament format will be a foursome scramble with a shotgun start following lunch.

Cost of \$85 per player, or \$340 per team, includes green fees, Golf Cart, Range Balls, Lunch, Contests and Prizes:

- ✓ 1st, 2nd and 3rd place prizes
- ✓ Closest to the pin
- ✓ Longest Drive

Mulligan & Raffle Ticket package available for \$20, including 2 raffle, 2 mulligans and 1 throw

Tournament Schedule

- 11:30 Registration opens / Lunch Available
- 1:00 Shotgun start
- 5:30 Awards Ceremony

Directions: North of Interstate 44, on

Sponsorship Opportunities Available

Tee Sponsor \$185

Contest Sponsor* \$275

*only 4 contest sponsors available

Or Donate Raffle Prizes

For more information, contact:

Glenda Owen (405) 773-3313

Tom Belding (405) 771-5115

Bob White (918) 594-5295



Registration Form

Name: _____ Phone _____

Address: _____ Handicap/Avg Score _____

Please place me on a team (\$85) I will form my own team (below) (\$340) Total \$Enclosed _____

Include me as a: Tee Sponsorship \$185 Contest Sponsorship \$275 Raffle Prize Item _____
 Hole/Team Sponsor Special Rate \$500

(2) Name: _____ Handicap/Avg Score _____

(3) Name: _____ Handicap/Avg Score _____

(4) Name: _____ Handicap/Avg Score _____

Make checks payable to: OSAHU, PO Box 12146, Oklahoma City, OK 73157-2146

www.oktahu.com

Your Board has been working to get you up-to-date information that can help you run your business, work with clients or just inform you on what is going on. Please take some time to go on a register to the website. The registration button is in the upper right of the screen on the home page. Some new areas that are coming are:

1. Members Only Area – You must be a member to TAHU to have access.
2. State Insurance Department Links
3. Continuing Education Information
4. Long Term Care Section
5. Financial Planning Section – Useful information that can assist you.

Home Page 1 of 2



Tulsa Association of Health Underwriters

register | login | my page

Already registered? Login

Search site

HOME

- Consumers Corner
- Types of Insurance
- Insurance information links
- Find a TAHU agent in your area
- What to look for in Medical Insurance
- Legislative info & Contacts
- Legislative Tracking
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Welcome to the Tulsa Association of Health Underwriters!

Message from the President

"Our association strives to improve our members' abilities to meet the health insurance needs of all Americans through education, advocacy and professional development. The next time you are buying health insurance, you ought to ask your agent or broker, "Are you a member of your national association?"



Our members attend Continuing Insurance Education courses, participate in seminars to improve the services they can provide to their clients, donate back to their community and, are overall experts in the health insurance and employee benefits arena. If you need to locate one of our dedicated professionals, you can find one here!"

Bob White
President, TAHU

Day at the Capital Set
Click here to register and for more information. WE NEED EVERYONES HELP!!

REGISTER HERE FOR DAY AT THE CAPITAL

Discussion Cafe
Let us at TAHU know what you would like from your local chapter. We are interested to hear from every one, even non-members.

0 posts

Region Wide Membership Drive!

Click here to read more.

Help TAHU by Shopping here



Save big on digital cameras, DVD players, and more in Electronics

Shop now

Subscribe

TAHU EVENTS

< February 2005 >

Su	Mo	Tu	We	Th	Fr	Sa
30	31	1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	1	2	3	4	5

Today is February 9, 2005

Thur 04:00
8:30 AM TAHU Spring Symposium