

# San Antonio Association of Health Underwriters

## President's Message

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Happy February!!

This month is very busy for SAAHU. Several of our members just returned from Austin where we attended the annual TAHU Legislative Day. We had wonderful speakers at this event to include Marcy Buckner, VP of Government Affairs with NAHU; Andrew Oldham from the Governor's Office; and Doug Danzeiser and Jamie Walker from TDI. Later this month, 7 of our members will be traveling to Washington DC for NAHU Capitol Conference. During this event, we will get updates from NAHU, leadership training and the opportunity to visit with our legislators. We look forward to sharing more details about our visit in next month's issue.

Please be sure you have the March luncheon on your calendar and note it's a special date! We are honored to have NAHU's CEO, Janet Trautwein, in San Antonio as our guest speaker on Tuesday, March 8<sup>th</sup> at Maggiano's at the Rim.

Please mark your calendars for the upcoming SGS Renewal class on March 9<sup>th</sup> from 10:00am – 3:00pm at Alamo Café at 281. More information will be forthcoming on this event to include links to the Eventbrite site to register. It's important for those individuals who have previously attended the 8 hour SGS certification class, must complete the 5-hour renewal class during each license period.

Although it seems like we just started our new board year, it's time to start preparing for the new year. If you are interested in becoming more involved in our chapter, please give me a call!

**Special points of interest:**

- Interesting facts on SAAHU Treasurer
- Legislative Update
- Upcoming Events
- Member Discount

- Nedra C. Clingan, CHRIS, GBDS, SGS



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## Legislative Update

Contributed by Michael Grossman c/o NAHU Government Affairs

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### Clinton or Sanders. Who will recreate the Healthcare Industry?

In the most recent Democratic debate there was some dialogue about a Single-Payer system for Healthcare. Clinton was a proponent of this of course when Bill was president, but now we are unclear of her intentions-which could change if elected anyhow.

[USA Today](#) reports that Democratic presidential candidates Hillary Clinton and Bernie Sanders “spared over health care” during Thursday night’s debate in Milwaukee. Sanders made the case for a single-payer system, saying “health care is a right of all people.” Clinton argued that with Sanders’ plan “the numbers don’t add up.” She added, “We are not England. We are not France.”

Sanders has stated that he will increase taxes, but the general public (not the 1%) will save on Health Insurance premiums because of his proposed *socialized* plan. Either way we need to buckle up and get involved. This will be a bumpy ride. Help us fight! Consider contributing to HUPAC today!

-Mike Grossman, SAAHU Legislative Chair

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### SAAHU Media

Please be on the look out for SAAHU in the media and let us know when you see some of our articles published.

-Loretta Camp, SAAHU Media Chair



# PUBLIC SERVICE

Happy Valentine's Day`

Thanks to all of you we are approaching our goal of donating \$10,000 to Family Service Association!

I wanted to give you a couple of quick updates about what we have accomplished so far.

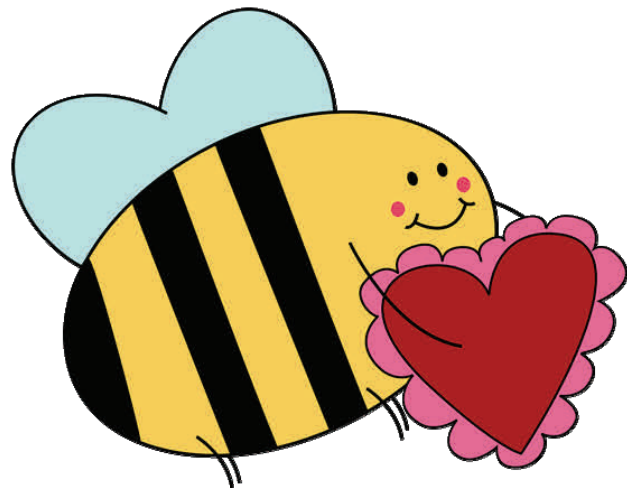
The monies from the Golf Tournament were used to purchase new flooring for the Family Exchange expansion. This is where the FSA clients go to exchange their children in custody situations and learn family and communication skills. The flooring has been purchase and was being installed in January.

Our Christmas donation was huge! We were able to provide the family with everything on their list and a few extra things as well.

Family Service is always in need of volunteers for various events and I know many of you have employers who will allow you some time to volunteer. If I can help coordinate that, please let me know. Or if your employer provides matching dollars to your donation, I can provide you with the W9 for Family Service to help get the ball rolling.

And, look for some fun spring events coming up!

-Allison DePoli, Public Service



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## *Are you working on a designation?*

We would love to recognize your efforts if you are currently pursuing one of the following designations:

|             |            |             |
|-------------|------------|-------------|
| <b>CEBS</b> | <b>CBA</b> | <b>CBC</b>  |
| <b>CLTC</b> | <b>CLU</b> | <b>CSA</b>  |
| <b>DIA</b>  | <b>HIA</b> | <b>LTCP</b> |
| <b>MHP</b>  | <b>RHU</b> | <b>REBC</b> |
| <b>SGS</b>  |            |             |



NAHU recognizes many designations including the **RHU, REBC, ChHC, DIA, CLTC, CEBS, and CSFS.**

For more information, please visit the NAHU website at <http://www.nahu.org/education/designations/index.cfm> or contact Farren Baer at [fbair@nahu.org](mailto:fbair@nahu.org)

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## *Leading Producers Round Table*



The Leading Producers Round Table formed in 1942 to recognize the successful underwriters of Accident & Health Insurance.

Today, the LPRT committee is committed to making LPRT the premier program for top Health, Disability, Long-Term Care and Worksite Marketing Insurance producers, carrier reps, carrier management, and general agency/agency managers.

For more information about LPRT visit the NAHU website at: <http://www.nahu.org/members/LPRT/awards-lprt.cfm>

# SAAHU Luncheon

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February

**Join us for the February SAAHU luncheon & CE**  
**Wednesday, February 17th**  
**1 Hour CE: PEOs - “Sleeping with a Frienemy”**  
**Presented by Ruben Garcia**

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## Meeting Schedule

**Registration:** 11:30 a.m.  
**Lunch & 1 hour CE:** 12:00 - 1:30  
**Where:** Maggiano's Little Italy (At the Rim)  
17603 IH 10 West, San Antonio, TX 78257  
**Course Title:** PEOs - Sleeping with a Frienemy  
**Course:** 1 hour CE credit; Course #99271  
**Presenter:** Ruben Garcia, MBA – Provider # 94566

**Note: Only cash or check payments will be accepted at the door. Please use Eventbrite link to pay with credit card:** <http://www.eventbrite.com/e/february-saahu-luncheon-tickets-21098708806?aff=ebrowse>

**Early Registration Member Cost:** \$28.00\* (Registration after 2/12 add \$10)  
**Early Registration Non-Member Cost:** \$38.00\* (Registration after 2/12 add \$10)

\*SAAHU kindly requests notice of cancellations by Friday, February 12th for a full refund. Cancellations after February 12<sup>th</sup> will be billed the luncheon rate.  
Be sure to check out the latest on our website <http://sanantonioahu.org/>

We look forward to seeing you soon!

Be Well.

Holly Stewart

SAAHU Facilities Chair 2015-2016





## SGS DESIGNATION RENEWAL

Join us for the March Continuing Education (CE) Event  
The SAAHU Chapter will be hosting a SGS Designation Renewal Session

**Wednesday, March 9, 2016**

Alamo Café

14250 San Pedro Avenue

San Antonio, TX 78232

9:30 am – 3:30 pm

**Course Information:**

Provider: TAHU (32408)

Presenter: Nicole Scott

Five (5) CE Credits

**Event Cost:**

Members: \$55.00 Non-Members: \$70.00

**Registration is now open through – Eventbrite:** <https://www.eventbrite.com/e/sgs-designation-renewal-course-tickets-21556696660>

This course is for renewing SGS Designee's only. This is a required CE to maintain you

*Thank you to UHC for being our  
lunch sponsor!*



*Upcoming Events:*

TAHU Day at the Capitol

◆ Thursday, February 4th

Board Meeting

◆ Friday, February 12th

Luncheon

◆ Wednesday, February 17th

We are on the Web!

[www.sanantonioahu.org](http://www.sanantonioahu.org)

Look for updates on Facebook and LinkedIn!



## Member Benefit's Corner

### Tax Deductible– Membership Dues

Here is the breakdown of tax deductible portion of your membership dues for the end of this year and the first part of 2016:

NAHU Dues - \$270 (75% is tax deductible)

TAHU Dues - \$100 (55% is tax deductible)

SAAHU Dues – \$30 (100% is tax deductible)