

San Antonio Association of Health Underwriters

FEB 2017

President's Message



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- Best Wishes, Angela Theesfeld

Since it is February, I guess we can officially say 4th quarter is over! We survived the Medicare Open Enrollment, the individual open enrollment, the small group craziness, and the large group January 1 craziness. Wow, don't you feel like you got A LOT done?!

Our chapter came out in full force last month for the TAHU Day at the Capitol. San Antonio had 13 attendees for the annual event. I think everyone can agree that we had some lively discussions and great presentations prior to our appointments with state legislators. In just a few weeks we will have 5 SAAHU members attending the NAHU Capitol Conference and lobbying at Capitol Hill! So be sure you get the March luncheon on your calendar. We are planning a panel discussion to go over the legislative topics and items that were tackled at both events!

March is going to be here before you know it, and with it our 1st ever, SAAHU 5K Family Fun Run/Walk. I hope everyone can mark their calendars for Saturday March 4th, and join us for a fun healthy morning of exercise!

Please don't forget that our annual SAAHU Symposium is coming up as well. We will be having the event on Thursday April 6th, at the Norris Conference Center. Please keep an eye out for communications and the registration link.

Happy Spring!

Angela





San Antonio

Association of Health Underwriters

LUNCHEON

**Join us for the SAAHU Luncheon & 1 Hour CE
Wednesday, February 15th, 2017
“Long Term Care – The Perfect Storm” Presented by
Gabrielle Gelo**

Meeting Details

Where: Maggiano's Little Italy (At the Rim)

17603 IH 10 West / San Antonio 78257

When: Wednesday, February 15th 2017

11:30 a.m. – 12:00 Registration

12:00 p.m. - 1:00 1 Hour CE Course

Course Name: Long Term Care – The Perfect Storm, 1 Hour CE (course # 106239)

Presenter: Gabriel Gelo (Provider #: 32408)

Note: Only cash or check payments will be accepted at the door.

Click this link to register: <https://www.eventbrite.com/e/february-saahu-luncheon-tickets-31860046256>

Early Registration Member: \$28.00* (Registration after 2/10 add \$10)

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



Membership Report

SAAHU MEMBER COUNT (as of February 2017): 201
2016-2017 MEMBERSHIP GOAL = 213

LUNCHEON RAFFLE FOR CASH: Did you know that at every luncheon there is a chance to win money, just for attending? That's right, we pick one member's name from an envelope, if your name is picked and you are present, you win the full pot of money; if the money is not claimed it rolls into the next month.

January LUNCHEON – Raffle prize of \$25 was not awarded. It will go up to \$50 for the next luncheon.

SAAHU ANNIVERSARIES – The following members are celebrating their SAAHU Membership Anniversaries in **February** they will be recognized at the luncheon. The names of attending Anniversary Members will be entered into a special raffle for a \$25 gift card. Please RSVP to Gabrielle Gelo @ gabrielle.gelo@acsiapartners.com

Catherine O. Bishop
 Ms. Charlotte Folson
 Xavier C. Guevara, RHU
 Donald Bruce Hansford, LUTCF
 Ms. Isabelle M. Lopez-Kotara
 Jennifer Newbold, SGS, CHRS

WELCOME NEW MEMBERS – We want to extend a heartfelt welcome to these new members who have joined SAAHU in the past three months. These New Members will have their names put into a private drawing for a \$25 Gift Card at the next luncheon, and all they have to do is ATTEND! Please RSVP to Gabrielle Gelo @ gabrielle.gelo@acsiapartners.com

Daniel T. Barrett
 Christine D. Cude
 Mr. Quincy Davidson
 Kathy Ferguson
 Joseph A. Gutierrez
 Brooke Hankinson
 Pamela Johnson
 Ms. Sylvia A. Villarreal

*1st Annual 5k Family
Fun Walk/Run
March 4th, 2017*

Join us for some exercise and family fun on Saturday, 3-4-2017, 8am for the first annual San Antonio Association of Health Underwriters 5K. Participation is \$20 (\$10 for 12 and under). LBJ Park is located at 10700 Nacogdoches.



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Register through Eventbrite at:

<https://www.eventbrite.com/e/1st-annual-saahu-5k-family-runwalk-tickets-31918085854>

For more information please contact:

Matt Bobier

210-264-8490

bobier.mathew@principal.com

Are you working on a designation?

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

CEBS	CBA	CBC
CLTC	CLU	CSA
DIA	HIA	LTCP
MHP	RHU	REBC
SGS		

WE WANT TO KNOW!
Please send Nedra Clingan
a note at:
Nedra.Clingan@gmail.com

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 fbaer@nahu.org

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>

San Antonio

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Thank you to UHC for being our
lunch sponsor!

We are on the Web!

www.sanantonioahu.org



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)

