



San Antonio Association of Health Underwriters

March 1, 2015

PRESIDENT'S MESSAGE

SAAHU NEWS MARCH 2015

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Here we are in March 2015 and it doesn't feel like Spring is around the corner. We have had a tougher than usual winter, and even more brutal open enrollment season. I have heard from a number of brokers expressing great concern about their experience with the Federal Healthcare Marketplace this year, and their concern over the coming troubles following April 15th of this year. This is one of the key reasons I encourage membership in this association. NAHU, including the state and local chapters, provides a voice for agents.

We were proud to be represented in Washington by Nedra Clingan, Michael Grossman, Rusty Rice and Gary Looney. Michael, our current legislative chair for SAAHU expressed this was the best Capitol Conference he has attended. They were able to have very productive meetings with our representatives and their staff and Michael will be sharing an update with our members.

The first of April, we are taking 11 SAAHU Board members to Austin for the annual TAHU Day at the Capitol. Once again, we will be there to be a voice for the agents we represent. I would ask you to reach out to us if you have specific concerns or questions you would like for us to address.

On April the 8th we will have our SAAHU Annual Education Symposium and we expect this year to be an exceptional event. We are bringing in some of the foremost experts in our industry to provide our members with the most value for their dollar. We encourage you to register right away and consider bringing someone with you.

We look forward to seeing you soon at one of our upcoming events. As always, we are here for our members, please feel free to go the SAAHU website for contact information and reach out to us.



Thank you,
Carla Adams
SAAHU President



FACILITIES

SAAHU's March Luncheon

1 Hour CE: Telemedicine: Healthcare Made Simple

When: March 19, 2014 **Registration:** 11:30 am **Program:** 12:00 pm

Where: Maggiano's Little Italy (At the Rim) 17603 IH 10 West, San Antonio, TX 78257

Provider #: 33404

Presenter: Gary Daigle

Course #: 82241

Description: This course will review the basics of employer sponsored telemedicine, current regulatory environments, the competitive landscapes, and ROI and value propositions for telemedicine services. Special attention will be devoted to the convergence factors driving the adoption of telemedicine. Class participation is encouraged as we address key questions related to the field of telemedicine.

Please RSVP by replying to: saevents@tahu.org

Member Cost: Paying by cash/check \$25.00
Paying by credit card \$27.00

(Please fill out attached form in advance to expedite check in)

Non-Member Cost: Paying by cash/check \$35.00
Paying by credit card \$37.00

Thank you,
Holly Stewart
Facilities Chair



PROFESSIONAL DEVELOPMENT



SAN ANTONIO
Human Resource Management Association, Inc.

**24th Annual
Professional Development Symposium**

When: Wednesday, April 8th, 2015
Where: Holy Trinity, 20523 Huebner
Road San Antonio, TX 78258
Time: 8:00 AM – 5:00 PM

AGENDA

- 8:00 - 8:50 AM** **Registration & Breakfast with Sponsors**
- 8:50 - 9:00 AM** **Welcome - Opening Remarks from *Carla Adams, SAAHU President***
- 9:00 - 9:10 AM** **Gold Sponsor – 10 minutes**
- 9:10 - 10:10 AM** **4 Things Left Out of the ACA & How You Can Capitalize On Them!**
1 Hour | Course #: 97545 | Instructor: Reid Rasmussen | Provider: TAHU | Provider #: 32408 (HRCI Credit 1.0)
Many key health services were left out of the ACA mandates. Employers and HR people need to know, as well as agents. What will happen in future markets. Will agents and HR/employers recognize them and capitalize on them.
- 10:10 - 10:30 AM** **Break with Sponsors**
- 10:30 - 12:30 PM** **ERISA Compliance and Healthcare Reform**
2 Hours | Course #: 89355 | Instructor: Carolyn McNairy | Provider: TAHU | Provider #: 32408 (HRCI Credit 2.0)
EBSA and the DOL Audit Storm are sweeping the country, and HR/employers everywhere need to be ready! Compliance expert Carolyn McNairy has more than 33 years of experience helping employers with benefits compliance, and is coming to San Antonio to help us get prepared for the rough waters ahead. During this ERISA and the ACA workshop Carolyn will provide key information for every HR/employer and broker need to understand about ERISA responsibilities and potential DOL issues.
- 12:30 - 1:10 PM** **Lunch Buffet**
- 1:10 - 1:30 PM** **Platinum Sponsor – 20 minutes**
- 1:30 - 3:00 PM** **Panelist Discussion**
The panelist discussion will have a cross section of industry experts to discuss post-healthcare reform impact and strategies. The panelist will include: Mark Bellman, VP of Sales at UnitedHealthcare; Gary Looney, Senior Vice President, Alamo Insurance Group; Dr. Richard Reyna, President, HealthTexas Medical Group; John Wiesler, VP of Sales at Humana.
- 3:00 - 3:15 PM** **Break with Sponsors**
- 3:15 - 4:15 PM** **Transparency: Opening the Window to Consumerism**
1 Hour | Course #: 97546 | Instructor: Reid Rasmussen | Provider: TAHU | Provider #: 32408 (HRCI Credit 1.0)
The "Healthcare Consumerism" movement is based on the premise that if people can act like consumers then they'll be incented to stay healthy and choose less-expensive procedures. However, this movement is impossible without price transparency. Agents and Employers/HR need to know from a benefits and HR perspective what that looks like.
- 4:15 PM** **Symposium Concludes**



"The use of this seal is not an endorsement by the HR Certification Institute of the quality of the program. It means that this program has met the HR Certification Institute's criteria to be pre-approved for recertification credit."

SAAHU CALENDAR OF EVENTS

March 19, 2015
11:30-1:00 PM

March Luncheon
Maggiano's Little Italy

March 2015

Sun	Mon	Tue	Wed	Thu	Fri	Sat
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
29	30	31				

**A Special thank you to UnitedHealthcare
for your continuous support of
SAAHU as our Luncheon Sponsor!**

