

San Antonio

Association of Health Underwriters

TAHU 23rd Annual Convention

Westin La Cantera

May 5-7, 2011

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May 1, 2011

PRESIDENT'S MESSAGE

I am pleased to announce that the 23rd Annual TAHU State Convention is just around the corner. The Convention will be held at the Westin La Cantera Resort May 5-7th. The TAHU Honorees Corp will host a charity golf tournament on Wednesday, May 4th to benefit Ava's Wish! The President's Reception and Hollis Roberson Awards dinner will be held Thursday evening with dancing to follow. The Friday Night Event is being held at Leon Springs Dancehall will a BBQ dinner and dance. As a member of the Convention Committee, I have been a part of the planning process and we expect this year's Convention to be a "Convention to remember"! I look forward to seeing you there!

Our Annual SAAHU Awards Luncheon and Installation of Officers will take place at the June Luncheon on June 15th. At the Luncheon, we will honor the Past SAAHU Presidents, any professional designation recipients, current HUPAC/TAHUPAC Contributors and 2011 LPRT recipients. We will also award one individual with the prestigious Dave Clark Lifetime Achievement Award and another with the SAAHU Underwriter of the Year Award. This is one Luncheon you will not want to miss!

The 81st Annual NAHU Convention will be held in San Antonio at the Grand Hyatt—Riverwalk June 26-29th! SAAHU is the Host Committee for this year's Convention and we will need many volunteers to assist on the committee. Please contact me directly if you are attending the Convention and are able to volunteer your time!

Alison Burkholder, 2010-2011 SAAHU President



SAAHU is proud to be a Silver Seal Certified Chapter!

NAHU's Chapter Certification Program is an ongoing program that recognizes excelling chapters all year long. Recognition is based on criteria satisfaction in various areas.



LEGISLATIVE NEWS

New bill filing closed and there were many bills filed that centered on National Healthcare Reform. There were 4 “connector” bills filed however the most likely to make it to Governor Perry’s Desk is HB636 filed by Zerwas. The most recent communication from the Governor’s office is that he will veto any bill establishing a connector type program for Texas. Perry is one of many governors challenging HC Reform as it takes the power away from the states which is against the constitution the way he sees it. Implementation of a connector in Texas in his eyes is giving up the fight and telling DC Legislators we are willing to implement the law.

My personal guess would be that the Governor really wants Texas to wait until the last minute to act. In the law each state only has to show significant progress of establishing a connector by 1-1-13. We have time to wait on the eventual ruling which will probably be handed down by the Supreme Court. The Presidents HC Reform team seems to be delaying the process as they know they will not have the votes they need to continue forward at that level. Remember, this is just my take.

The first issue of the SA Lege was sent to our elected officials in Austin, TX and Washington DC. The San Antonio Lege was created in an effort to inform our elected officials of what we are experiencing in the market. In addition to keeping our clients informed of healthcare reform issues we also need to let our legislators know how their decisions are impacting the consumer. Issues will be released every other week or on an as needed basis. I received several responses from our legislators on the piece and they were all extremely positive.

On a non legislative front, we need participants for the TAHU Golf tournament. We are less than a week out and we need more players!

Please check it out on our website at: http://www.sanantonioahu.org/sa_lege.html

Rusty Rice
Legislative Chair



MEMBERSHIP

Are you involved in the insurance industry?

If you are, you should belong to SAAHU!

At a time when Congress and state legislators are considering bills that could change, or even eliminate your livelihood, SAAHU, and its parent organizations, TAHU and NAHU, are the only unwavering voices representing your interest. We know how important you are to the health and well-being of the people you serve and we bring that message to your elected officials, clearly and forcefully, everyday!



To find out more information on what NAHU, TAHU and SAAHU can do for you, please visit us at www.sanantonioahu.org and click on the Membership link!!!

Nicole Scott
Membership Chair

NAHU Professional Development Resource

RHU and REBC Programs: Your clients deserve the best possible guidance for their health insurance needs. An RHU and REBC is a qualified professional who can provide specialized insight and help their client select the appropriate individual and group health insurance plans.

NAHU Introduction to Consumer-Driven Health Plans: NAHU also provides a new interactive online consumer-directed health care certification course. Go to www.nahu.org to find more information and to register for the online course.

Online Learning Institute: Here you will find a variety of inexpensive alternative choices of learning formats for your continuing-education needs including:

[The Future of the Health Insurance Agent](#)
[Disclose Commissions-Charge Fees-Get Paid!](#)
[DI is not a 4- Letter Word](#)

Compliance Training Tools:

Certified in Long-Term Care (CLTC) The CLTC program is the #1 designation in the LTC industry with over 18,000 graduates to date. Now this program is available in an online, study on-demand format: CLTC e-Learning. www.CLTCdemo.com

LUNCHEONS

Please join us for the **SAAHU May Luncheon** on
Wednesday, May 18th for 2 hours of CE!

Maggiano's - Little Italy
17603 IH 10 West, San Antonio, TX 78257
11:30 AM - Registration
12:00 PM - Luncheon with 1 hour CE
1:00 PM - Additional 1 hour CE

All members and non-members can attend this Luncheon for the **\$23 SAAHU member rate!**
Non-members can attend the Luncheon for free if you join & become a member of SAAHU.

**** SAAHU MEMBERS****

Join in the fun by bringing non-members to the May Luncheon!
For each non-member you bring to the May Luncheon, your name will be entered in to a drawing for a \$250 NAHU Annual Convention registration reimbursement.
We will award 2 prizes.

CE DURING THE LUNCHEON:

HSA's: Who can play and how much fun can they have?

1 Hour | Course Number 83877 | Instructor: Eric Johnson
Provider Name: ComedyCE.com LLC / Provider Number: 37719

This is a technical course that will answer some of the more detailed questions about HSA eligibility and contribution rules. We'll start off with a detailed review of the eligibility guidelines. We'll then talk about HSA contribution – the annual maximum amounts; funding options; employer and employee contributions; the “last-month” rule; and testing periods. We'll conclude with some examples to make sure attendees understand the topics discussed and can apply what they've learned to their clients' real-world situations.

CE AFTER THE LUNCHEON:

HSA's: Screw the Tax Advisor, We Have the Answers!

1 Hour | Course Number 83886 | Instructor: Eric Johnson
Provider Name: ComedyCE.com LLC / Provider Number: 37719

This course will explain the recordkeeping and tax requirements for people with Health Savings Accounts and point out the circumstances in which HSA contributions would be subject to taxes and/or penalties. While insurance agents typically refer clients to their tax advisor for answers to difficult HSA questions, the truth is that not everyone has a tax advisor. More importantly, our clients need some information up-front when they're deciding whether or not to enroll in an HSA-qualified health plan, long before the tax filing

Member Cost: \$23.00 / Non-Member Cost: \$46.00
(check, cash, credit card OR by PayPal)

To RSVP, please send an email to Gwen Holzworth at gholzworth@avesis.com

Don't forget your Group I License Number...You'll need it for CE credit!



Guess who's coming to Texas?

NAHU that's who!

This year the National Annual Convention will be held in historic San Antonio June 24th – 29th

Each year Texas sends more people to NAHU's Convention than almost any other state. This time around it's in our own backyard, so don't miss out being a part of something grand.

NAHU wants you to get your time and money's worth so June 27th is *Professional Development Day*.

It features an incredible lineup of education classes (including CE's filed in all 50 states) and topics that range from Sales Strategies, to Social Media, to Self-Funding, to PPACA's Impact on HSA's, small businesses and W-2 reporting.

We've got over 1,900 members here folks. Lets give NAHU a big old Texas sized welcome by a great representation of us.

I know I'm a little biased, but I believe we have the greatest region, most amazing state board, and have 14 of the most dedicated local chapters in the nation.

I've had the privilege to see what y'all are doing and to put it bluntly – you rock!

Right now Texas is in 1st Place for large state with the most new members, Houston is in 2nd place for large local chapter most new members and we hold spots #1 and #2 for small chapters in the NAHU GAIN contest. Not to mention we've established 2 new chapters in the last 2 years that are both going strong.

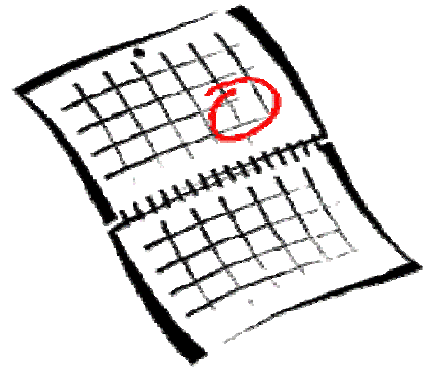
You have a lot to be proud of. So come strut your stuff (but be nice about it) at NAHU's San Antonio Convention.

[Visit the Convention Website for more details and to register today!](#)

Or please give me a holla with all your questions.

Jennifer Davault, jdavault@tahu.org
NAHU Professional Development Committee Chair

See ya there!

SAAHU CALENDAR OF EVENTS

- May 5-7, 2011** **23rd Annual TAHU Convention**
Westin La Cantera Resort - San Antonio, TX
- May 18, 2011** **May SAAHU Luncheon**
11:30—1:00 Maggiano's Little Italy
- June 15, 2011** **SAAHU Installation of Officers and Awards Luncheon**
11:30 – 1:00 Maggiano's Little Italy
- June 26-29, 2011** **81st Annual NAHU Convention**
Grand Hyatt—San Antonio, TX
- July 20, 2011** **July SAAHU Luncheon**
11:30—1:00 Maggiano's Little Italy
- August 5-6, 2011** **NAHU Region VI Conference**
New Orleans, LA
- August 17, 2011** **August SAAHU Luncheon**
11:30—1:00 Maggiano's Little Italy

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



We're on the Web!
www.sanantonioahu.org

RECIPE OF THE MONTH

Salsa Roja
The best salsa ever...

INGREDIENTS:

1-2 tbsp of salt
16 full size tomatoes, or nearly a produce bag full of roma tomatoes
2-3 yellow onions
8-10 cloves of garlic
1-2 bunches of cilantro
20-25 Serrano peppers (remove caps)
**Please note that this many peppers makes it HOT, so feel free to reduce the # of peppers or remove the seeds to help reduce the heat.*

DIRECTIONS:

1. Halve the tomatoes and onions and lay cut-side up on a cookie sheet along with the peppers and garlic.
2. Roast them in the oven at 375 degrees until the onions look translucent, tomatoes look soft and the peppers are getting a nice char on them.
3. Let all of the items cool a bit and then run them through the food processor adding the cilantro and salt.
4. Stir it all together and eat with abandon!