

San Antonio Association of Health Underwriters

President's Message

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4th Quarter is in full swing and I am sure many of you are feeling the pressure.

I hope you will indulge me this month while I share with you a story outside of our industry that is very near and dear to me.

October is Breast Cancer Awareness Month and breast cancer has had a big impact in our family spanning multiple generations. My grand-mother was diagnosed twice with breast cancer, once in her 30's and again in her 60's. Thankfully she survived both treatments and lived a relatively healthy life until her passing last year. Her history, had my Mother and her sisters ever mindful of the condition and the chances they may also be diagnosed. In 2010, my mother received the news she had breast cancer, but through her diligent preventative check-ups, they caught it early. At the time of her diagnosis, I was still living in Corpus Christi and it was difficult on everyone. During her treatment she was suffering the usual effects from the treatment and needed lots of help. She had insurance, which took care of most of the financial needs, but there was so much more than just a deductible in play. There was time away from work to get radiation treatment every day, there was being too tired or ill to prepare a meal every night. During this time, every weekend, I would leave Corpus on a Friday and return to San Antonio for the weekend to help as much as I could and return home late on Sunday.

I am sure some reading this are wondering why I am sharing something so personal. My hope is by sharing our story it compels you to do a few different things.

The first, is be mindful of preventative care, whether it's for yourself or the women in your life. Early detection is key!

The second, is my hope that you join us for our October luncheon where we will accepting donations for a local family who is dealing with the financial hardship accompanied with the treatment for breast cancer. I was very thankful I had the ability to help my Mom during her treatment but not everyone has the support system needed. Even if you are able to give \$5, it will make a difference.

I hope my story underlines the need for Awareness, Early Detection and Support!!

- Nedra Clingan

Special points of interest:

- Interesting facts on Marilyn Villarreal
- Legislative Update
- Upcoming Events
- Member Discount



Legislative Update

Contributed by Michael Grossman c/o NAHU Government Affairs

Obama Signs PACE Act

NAHU is pleased to share with you that President Obama has signed into law the Protecting Affordable Coverage for Employees (PACE) Act.

The House of Representatives passed [H.R. 1624](#) on September 28 through voice vote and the Senate, through unanimous consent, passed the legislation on October 1. NAHU was a leading advocate for this legislation, along with its partners in the [50-100 Coalition](#), and we would like to thank everyone involved for their efforts to pass this legislation.

Please don't miss your opportunity to hear a first hand account of the 2015 Legislative updates from Lee Manross.



SPECIAL GUEST– Senator Menendez of District 26 to speak with our chapter and field questions.

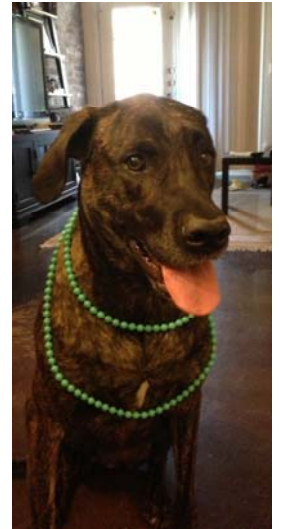
GET TO KNOW YOUR SAAHU BOARD

Newsletter Chair, Marilyn Villarreal



1. I thought I was going to marry Elvis Presley as a child, no one told me he was dead. I have been to Graceland 3 times.

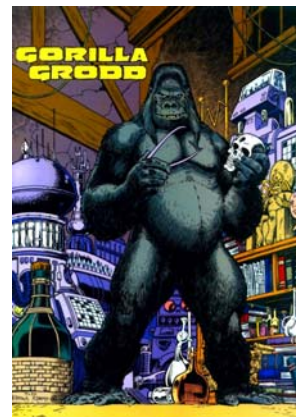
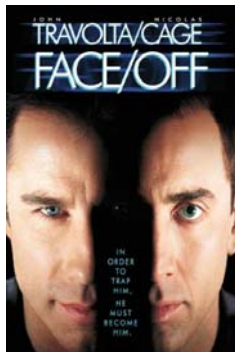
2. I love dogs and have a Great Dane mix named Leila.



3. I went to the University of Notre Dame. GO IRISH!



4. My favorite movie is Face Off, with John Travolta and Nicholas Cage.



5. Gorilla Grodd is my favorite villain!

PUBLIC SERVICE

Contributed by Alison De Paoli

A HUGE thank you to everyone that participated in the Golf Tournament. Everyone seemed to have a great time and **we raised \$7,800 for Family Service Association.**

We will be making the check presentation at our October Luncheon.



In the spirit of focusing our public service efforts for this board year, we will continue to support Family Service Association and the people they support.

For October, Breast Cancer Awareness Month, we will be supporting a local family impacted by breast cancer. Lege fund – plus any extra donations – will be given to this family.

We are going to continue in that vein for our Christmas fundraiser as well by adopting the same family for Christmas.



As many of us know, breast cancer is often a long course of treatment and can have a disproportionately large impact on a working family already being served by Family Service Association.

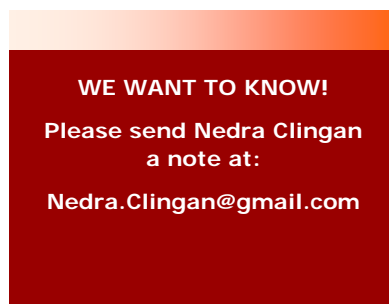
We are also planning some fun! Be on the lookout for a holiday shopping event at one of many of our members' favorite places... **shhh – it involves jewelry.**



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 | | |



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 faer@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

Association of Health Underwriters

Thank you to UHC for being our
lunch sponsor!



We are on the Web!

www.sanantonioahu.org

Look for updates on Facebook and LinkedIn!



Upcoming Events:

◆ Wednesday, October 21st:

SAAHU Luncheon, Maggiano's 11:30-1pm, 1hr CE credit,
Texas Legislative Update 2015—Presented by Lee Man-
ross—Course #: 101439; Provider #: 32408

◆ Friday, November 6th:

Board Meeting

◆ Wednesday, November 18th:

SAAHU Luncheon, Maggiano's 11:30-1pm, 1hr CE credit,
CHIP/Children's Medicaid Premier—Presented by Car-
olyn Goodwin—Course #: 3073; Provider #: 32408



Member Benefit's Corner

Hertz Car Rental from the World's Leading Vehicle Renting Organization

For more than 80 years, Hertz has been providing quality car rental services at affordable rates. Hertz offers a wide variety of current-model cars on a short-term rental basis – daily, weekly or monthly – at airports, in downtown and suburban business centers, and in residential areas and resort locales. With approximately 1900 locations within the United States and 5100 locations worldwide, there is a convenient location ready to serve you.

As a NAHU Member, you can save up to 10% off the standard rates for daily, weekend, weekly and monthly rentals. For additional information about car rental savings with Hertz, visit www.hertz.com or call 800-654-2200.

*Your Hertz **CDP#212623** is the key to your NAHU Member discount. Please mention this number when calling Hertz and be sure to identify yourself as a NAHU Member