

San Antonio

Association of Health Underwriters

President's Message

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As I mentioned last month, it was a BUSY August for SAAHU!!

At our August luncheon, many people took advantage of the professional photographer for headshots, and I have had the opportunity to see several of those headshots and they were GORGEOUS!! We are very thankful to Jenn Kipp Photography for coming to our luncheon and offering such a great deal to our members.

The Fall Boot Camp was on August 26th with 6 hours of continuing education focusing on the Individual Marketplace and Medicare. A big thank you to our Title sponsors: The Brokerage and Oscar who helped make this event a success.

Our Charity Golf Tournament was on August 31st at the Dominion County Club, and we were so honored to have many of you attend and contribute to Family Services Association. We also had several associates from Family Services with us for the day. We are still working through the financials but look forward to the opportunity to present a check to Family Services Association at an upcoming luncheon. As part of the event, we sold raffle tickets for a \$500 cash prize and the winner was Kelly Zietler – CONGRATS Kelly!

Do you get the San Antonio Express News? If so, please keep a look out for SAAHU in the news. Loretta Camp, our Media Chair, has done an amazing job getting SAAHU opportunities for publication and several of our members have been quoted this year. This is a critical component to the strategic goals of our organization.

Another critical component of our association is legislative efforts. Mike Grossman, our Legislative Chair, has really stepped up our exposure to the local legislative offices. In the month of August, Mike had the opportunity to meet with the offices of Senator Cruz, Representative Lamar Smith and Representative Will Hurd. These visits on a local level will ensure our success in getting meetings with their office in Austin and Washington, DC in the future.

We look forward to seeing you all at the October luncheon, where Lee Manross will be presenting a CE on legislative activities.

- Nedra Clingan

Special points of interest:

- Interesting facts on Nedra!
- Legislative Update
- Upcoming Events
- Member Discount



Legislative Update

Contributed by Michael Grossman c/o NAHU Government Affairs

Visits to Representatives During the August Recess

This month I had the pleasure of meeting with the legislative offices for the first time on a local level. I am pleased to announce that our message is well received and taken seriously. Our *message* primarily focused on thanking Representatives Hurd and Smith for their continued support, and requesting their support for the HR 1624. HR 1624 is known to us as *Small Group Expansion*, but the legislators refer to it as the *PACE Act*. Either way its passage is looking good as long as they don't jump into the budget problem on the first day back in September.

Justin Holland and I met with Senator Cruz's office to request that he does not object to the companion Senate bill 1099. It only takes one objection to stop the whole unanimous consent process. Senator Cruz is for full repeal of the law and generally does not support any modifications. We asked that he would not "block" this, and I am hopeful that he will not object.

Finally, I received confirmation directly back from Lamar Smith's office that he has signed on to the letter to House Speaker John Boehner, etc. asking for their support of the bill. Lamar Smith is a huge advocate for Small Business and Insurance Agents.

For additional details on HR1624 and the latest update go to: <http://newsmanager.commpartners.com/nahuw/issues/2015-09-04/1.html>

Our legislative action opposing Small Group Expansion is an excellent example of how we fight for Small businesses. Please let your clients know what our organization (and you by being a member) does for them!

GET TO KNOW YOUR SAAHU BOARD

President, Nedra Clingan

1. I graduated Summa Cum Laude from the University of the Incarnate Word with a Bachelors in Management
2. My family enjoys collecting conceptual animation art



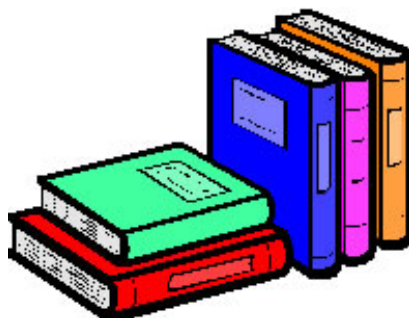
3. My beautiful girls are 13 months a part to the day! Sara was born on Sept. 8th and just turned 17 and Britney was born on Oct 8th and will be 16 this year



4. We have a pack at home: Maddy (Boerboel Mastiff); Luca Bear (Frenchie); Bailey (Boston); Tonka (Bullmastiff) and Morgan (Doberman)



5. I'm a book worm! Depending on the week, I usually read 3-4 books a week.



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 fbair@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>

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



Upcoming Events:

◆ Friday, October 2nd:

Board Meeting

◆ Wednesday, October 21st:

SAAHU Luncheon, Maggiano's 11:30-1pm, 1hr CE credit,
Presented by Lee Manross

Think Pink! Wear your pink in honor of breast cancer awareness month. We will be accepting donations to a local charity TBA.

From our last luncheon:

We are on the Web!

www.sanantonioahu.org

Look for updates on Facebook and LinkedIn!



Member Benefit's Corner



NAHU members get the best price on consumer PCs from Dell

Exclusive Offers - Carefully selected systems at up to 30% member discounts.

Mobility products - Members get an exclusive 10% off all Dell mobility products.
Electronic & Accessories - Shop members only deals on Dell's most popular electronics.
Shop now at <http://www.Dell.com/MPP/NAHU> or call (800) 695-8133.

NAHU member ID: HS120936694