



# Northeast Indiana Association of Health Underwriters Newsletter

March 2018

## President's Message

The first quarter of 2018 is almost over and we have already accomplished several things as a chapter including 2 monthly meetings, a membership recruitment event at a Komets Hockey game, and our annual awards ceremony! We also received our Gold Certification for the year and are busy with our annual submission for the PaceSetter Award.

In February, we had 25 people in attendance at the monthly meeting where we received CE credit for NAHU's "State of the Union and Health Policy", presented by Janet Trautwein. The information presented was of great value. If you were unable to attend, I highly encourage you to listen to the recording that is available on the NAHU.org website.

March's meeting will be on 3/19 and the CE course will be "Apples to Apples Comparison of LTD". We understand that the Medicare Summit will be taking place the next day, but many on the board thought we should still have our monthly meeting. We hope to see you there.

NEIAHU's annual CE day is back and completely revamped! BenCon registration is now open and provides up to 6 hours of CE, including SHRM, HRCI, and IDOI qualified sessions. Click [here to register online](#) or to download the paper form.

We are looking forward to the next quarter of 2018 and all that it holds.

Warmest Regards,

[Bill Hartman](#)  
NEIAHU President  
2017-18

## In This Issue

President's Message

Upcoming Events

## 2017-2018 NEIAHU Board

### President

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### Vice President

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### Secretary

Brietta Williams

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### Treasurer

Sue Jones

[sjones@bostbenefits.com](mailto:sjones@bostbenefits.com)

### Immediate Past President

Kathy Goffer

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### Awards Chair

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### Communications Chair

Brietta Williams

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### HUPAC Chair

Isaac Campbell

[campbell2345@gmail.com](mailto:campbell2345@gmail.com)

### Hospitality Chair

Nathan Jones

**2018 ISAHU Medicare Summit**



Registration for the 2018 ISAHU Medicare Summit is now underway. To learn more or to register, please visit the ISAHU website by clicking [here](#).

## Join NAHU's Leading Producers Round Table



"It's Time to Prove You're a LEADER"

The new and improved Leading Producers Round Table is here!

You may not have qualified for LPRT in the past. 2018 is the year to change that, as we've refined the program.

- The Application: Now simpler than you've seen in the past. 100% online. You no longer have to provide documentation to prove your level. And it's now live: Click [here](#) to complete it today. "

## Upcoming Events

**March Meeting:** "Apples to Apples LTD Comparison" (1 hr CE, IN #29463, OH #45133). This class provides some helpful insight into benefits and provisions to be aware of when comparing one Group Long Term Disability contract to another.

**March 20, 2018:** ISAHU Medicare Summit: Click [here](#) to register.

**April Meeting:** 1 hour CE with The Dental Care Plus Group on Dental Insurance with Melita McGill

**May 3, 2018:** BenCon 2018: Registration is open! "Spend a day growing your professional skills and knowledge... Hear from expert speakers on issues impacting today's health insurance and employee benefits industry, including perspectives from the medical, legal, human resource, and insurance communities." [Click here](#) to register.

## Welcome to our Newest Members!



**Joyce Line**, Office Manager  
Trahin Insurance Services, LLC.

"I'm a retired executive from Lincoln Financial Group (43 years). After early retirement I decided I didn't want to sit around so I got my Indiana Life & Health Insurance license and now work as Office Manager and a licensed agent for Cindy."

[njones@bstbenefits.com](mailto:njones@bstbenefits.com)

**Legislative Chair**  
Matt Hatfield  
[matthewhatfield@hotmail.com](mailto:matthewhatfield@hotmail.com)

**Media Relations**  
—

**Membership Chair**  
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**Retention Chair**  
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**Professional Dev. Chair**  
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**Public Service Chair**  
Ava Lillmars  
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## CONGRATULATIONS!

NEIAHU has met the NAHU criteria to be designated as a Gold level Chapter for 2018 in the Annual Chapter Certification program.

NEIAHU has achieved certification every year since 2007 when the Chapter Certification program was first introduced!

## 2017-18 Corporate Sponsors





**Andrea Baumer,**  
Owner/CEO/President  
Innovative Insurance Partners



**Special Thanks to  
MedPartners for the use of  
their Conference room for  
our monthly board  
meetings**

**(Not Pictured)**  
**Christine Gerli,** Account Executive, Metlife

**Have an Idea?**



Is there something that you would like to see in the monthly newsletter? Is there a specific topic that you would like covered? Email the NEIAHU board your ideas by clicking [here](#).

**Member Anniversary Celebrations**



Chris Johnson	19	
Dan Kintz	19	
John P. Kintz, CIC,LUTCF	19	
Patrick S. Sullivan	19	
William J. Hartman	19	
Mr. Dennis P. Shields, CSA	15	
Jeff Elliott	13	
Mr. John J. Trueman	13	
Ms. Angela Conndon	13	
Ms. Shari Tomac	13	
Rodney Liechty	10	
Cole Whalen	6	
Franklin A. Johnson, CPCU,ARM	6	
Stephen Gillie	6	
Timothy Miller	6	
Sue A. Jones	5	
Andrew Tauzin	4	
John Becker, FICF		

**Benefits Account Manager Certification**



This nine-hour course provides account manager professionals with an understanding of the complex and critical role an account manager plays in the health and benefits arena.

**Learn more by visiting the [NAHU Certification website](#).**

**Join Our Mailing List!**

**NEIAHU Records for Review**

Note: Monthly Financial Reports are available for review. Please contact the [Association Treasurer](#) to request copies of these reports.

NEIAHU By-Laws, Annual Summary of Activities, Strategic Plan and Policies & Procedures are available for review. Please contact the Association Secretary to request copies or click below:

Caroline A. Shatto, RHU	4
Dianne Schaffner	3
Jerry M. Dimond	2
Karla L. Linvill	2
Lola K. Damstra	2
Linda Burrell	1

[NEIAHU By-Laws](#)

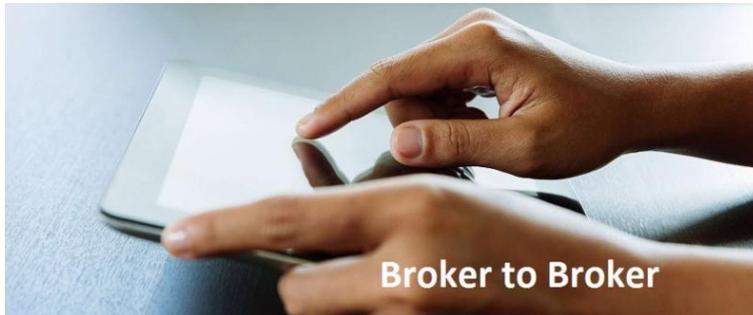
[2016 Summary of Activities](#)

[NEIAHU 5 Year Strategic Plan](#)

We want to offer a sincere THANK YOU to MedPartners for allowing the NEIAHU Board to use their conference room every month for our Monthly Board Meetings.

Board meetings are open to membership and occur the 2nd Wednesday of every month from 8:30 am – 9:30 am.

**Broker to Broker: B2B**



It is said that experience is the best teacher. The value of experience cannot be denied but for it to be beneficial, it is absolutely essential that one actually survives the experience. This is what makes B2B an awesome tool.

B2B is a conglomerate of many survivors of innumerable experiences. The most prudent way of learning is acquiring the wisdom gained from others who have already trod the path before you. Life will always be a learning curve but by using the lessons learned by others, this curve can become less of a hill and much, much shorter.

Click [here](#) to continue reading.

**NAHU's Mission Statement**

NAHU will improve its member's ability to meet the health, financial and retirement security needs to all Americans through education, advocacy and professional development.

**NAHU's Vision Statement**

Every American will have access to private sector solutions for health, financial and retirement security and the services of the insurance professional.

**Education Foundation**



The NAHU Education Foundation helps consumers and

communities access and afford high-quality healthcare through educational programs, targeted contributions and user-friendly tools. Click [HERE](#) to learn more.



HUPAC