



Northeast Indiana Association of Health Underwriters Newsletter

August 2017

President's Message

The summer season is quickly coming to an end which means our schedules are starting to fill up with last minute outings, client appointments, and soon, awards and holiday banquets.

I encourage you to look ahead at your schedules and set aside some very important dates:

August 21: Our chapter has joined with Mary Ann Hack to present a 3-hour CE course on Long Term Care immediately following our monthly meeting.

September 15: NEIAHU will host its 16th Annual Golf Outing at Brookwood Golf Course, with a special monetary donation being given to Fort Wayne's very own Rescue Mission.

September 18: The monthly meeting will be held ON-SITE at Visiting Nurse. We will be touring the facility and receiving CE from Colleen Marshall, Chief Program Officer, in a course about Hospice.

I also want to take this time to recognize you, our members, for doing an outstanding job in the 2016-17 year. Our chapter, was awarded the **PaceSetter Award** and the **Highest Retention Rate for Medium Local Chapter Award**. We could not have achieved this without your efforts, input, and membership.

We also have two members that received individual awards at the State Convention:

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2017-2018 NEIAHU Board

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Bill Hartman

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Communications Chair

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HUPAC Chair

Sabine Barrett

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Hospitality Chair

Nathan Jones



Kathy Goffer - NEIAHU Member of the Year



Amber Frey - State Emerging Leader Award

Please take a few minutes and congratulate both of these ladies on a job well done!

A special shout-out to the **15 people** that attended the State Convention on July 31st in Indianapolis and the **5 people** that attended the Region 3 meeting in Grand Rapids, Michigan on August 14th and 15th. Because of your commitment to the association and the industry, your clients and our community are better served.

Warmest Regards,

[Bill Hartman](#)

NEIAHU President 2017-18

Committee Updates

Public Service

September's Monthly Meeting will be onsite at:

Visiting Nurse
(Peggy F. Murphy Community Grief Center)
5920 Homestead Road

njones@bstbenefits.com

Legislative Chair

Matt Hatfield

matthewhatfield@hotmail.com

Media Relations

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Membership Chair

Justin Harper

justin_harper@us.aflac.com

Retention Chair

Dawn Fair

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Professional Dev. Chair

Cindy Trahin

cktrahin@gmail.com

Public Service Chair

Ava Lillmars

alillmars@phpni.com



Highest Retention Rate
Medium Local Chapter
2016-2017



NEIAHU National
Convention Attendees



Fort Wayne, IN 46814

The center is adjacent to the Visiting Nurse Hospice Home. The meeting will be held in the lower level conference rooms in the Center.

This event will be a catered lunch therefore RSVP is required if you plan on eating.

We hope to see you there.

[Ava Lillmars](#)

Public Service Chair

Hospitality

Rates are changing effective 9/01/17.

Member Rate with RSVP: \$15.00

Member Walk in Rate: \$20.00

Non-Member Rate is \$40.00 with a limit of 2 visits per calendar year.

Please RSVP using the link in the Meeting Announcements or by emailing the Nate Jones at: njones@bostbenefits.com.

Thank you.

[Nate Jones](#)

Hospitality Chair

Professional Development

NEIAHU will be hosting a Fall Social Event in September. Please keep an eye out for more details soon!

[Cindy Trahin](#)

Professional Development Chair

Golf Committee

Golf Teams and Sponsorship Slots are available for the 16th Annual NEIAHU Golf Outing. This event is being held on Friday, September 15th at Brookwood Golf Club right here in Fort Wayne.

So gather a team and submit your registration form! Then join your fellow friends and colleagues on the



CONGRATULATIONS!

NEIAHU has met the NAHU criteria to be designated as a Gold level Chapter for 2017 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



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

[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:

[NEIAHU By-Laws](#)

[2016 Summary of Activities](#)

golf course and help support The Rescue Mission.

[Jeff Fabini](#) / [Dotty Wiggin](#)
Golf Committee Co-Chairs

HUPAC



The Indiana State Association of Health Underwriters (ISAHU) Board of Directors has achieved 100% Board Participation contributing to HUPAC.

The ISAHU Board of Directors challenges all 7 Local Boards to achieve 100% participation of your Board of Directors. On August 25, 2017, South Central & Greater Bloomington will host a Fundraising Event for Congressman Trey Hollingsworth with HUPAC & local NAIFA Chapters. All are welcome to join them! Please look for more info to follow!

HUPAC Update by David Berman, ISAHU-HUPAC Chair

Upcoming Events

[August's Meeting](#) will consist of a 3-hour LTC presentation and CE course presented by Mary Ann Hack. This event will be at the Ramada Plaza but will run until approximately 4:00 pm.

[2017 NEIAHU Golf Outing](#)

September 15, 2017
Tee Time 9AM
Brookwood Golf Club

[September's Meeting](#) will be held On Site at Visiting Nurse & Hospice. Please see website for details. www.neiahu.org or contact Cindy Trahin at 260-459-4601.

[December's Meeting](#) info will be announced shortly. Please save the date of 12/18 on your calendar as we look forward to seeing you there to regroup after a successful AEP!

NOTE: Due to AEP and Thanksgiving, there will be NO Monthly Meeting for October and November!

[NEIAHU 5 Year Strategic Plan](#)

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.