



# Northeast Indiana Association of Health Underwriters Newsletter

May 2017

## President's Message

As I begin to recap last month's activities and share what is on the agenda for our chapter in the upcoming months, it's hard to believe that we are almost done with the 2016-2017 year.

I am so proud of our chapter, and grateful for my fellow Officers and our board of directors who so willingly volunteered to serve alongside me this past year. Read what they say....

**What happened last month:** We held our monthly meeting and had Zach Wilding present a 2-hour CE on Ancillary Benefits and their Tax Implications as well as our annual Professional Development - 2017 Super CE Day - Ever Changing Tides! Both were a huge success and well attended. Marcy Buckner did another amazing job hitting the highlights from Washington D. C. and the breakout sessions didn't disappoint either with variety for every segment of our industry.

### Monthly Programming includes:

May Meeting - we held the pre-recorded NAHU Webinar from Janet Trautwein recapping the first 100 days and the discussion of Repeal and Replace. Our members appreciated hearing from NAHU and what they continue to work on in Washington D.C. this class also, provided 1 hour CE.

June Meeting will again feature a pre-recorded NAHU Webinar from Pam Mitroff, NAHU Compliance Corner guru. Again, attendees will receive 1 hour of CE.

John Foxworthy, one of our most sought after presenters, will be presenting his 1 hour CE class at our July meeting. Anyone, interested in hearing John will want to get registered at [www.neiahu.org](http://www.neiahu.org).

### Chapter Business:

With the NAHU Annual Convention and House of Delegates fast approaching, I am glad to report our 3 delegates are: Bill Hartman, Amber Frey and Kathy Goffer. As we learn more about the items to be discussed, we'll be sure to pass along to our members.

Our Slate of Officers and board of directors is filling in nicely. Bill Hartman, Jeff Fabini, and Sue Jones will continue as your Officers

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## 2016-2017 NEIAHU Board

### President

Kathy Goffer  
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### Vice President

Bill Hartman  
[wjihartman@gmail.com](mailto:wjihartman@gmail.com)

### Past President

Cindy Trahin  
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### Secretary

Jeff Fabini  
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### Treasurer

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

### Awards Chair

Sabine Barrett  
[sabine.barrett@outlook.com](mailto:sabine.barrett@outlook.com)

### Communications Chair

Amber Frey  
[afrey@lhn.net](mailto:afrey@lhn.net)

### HUPAC Chair

Denny Wright  
[Denny.Wright@dnationalins.com](mailto:Denny.Wright@dnationalins.com)

### Hospitality Chair

Jessica Clayton

with the addition of Brietta Williams as Secretary. Committee Chairs are also being filled as we speak. We have a good mix of existing board members and new talent. If you receive a call from Bill or Jeff, please consider volunteering and serving in some capacity.

Our newsletter continues to impress with the amount of clicks it's receiving. Amber Frey has done an amazing job simplifying the look and bringing our members easy and timely content. The infographics Janet Trautwein mentioned in her presentation can be found by visiting our website: [www.neiabu.org](http://www.neiabu.org). Please visit our website and read our newsletter to find these and other valuable information from our NAHU team. Our chapter calendar of events is also updated and available for your review.

**Housekeeping:** Our hospitality committee have done an exceptional job this past year making sure our guests and members are well taken care of. They enjoy having a full house. Their motto: "The more the merrier". However, they also want to make sure that everyone is comfortable and well fed. So please take the time to register. We've made registration and payment easier than ever. We all understand last minute changes, but they would appreciate these be kept to a minimum. So, put our chapter meetings on your calendar, so you won't miss any. And, remember to register!!

Enjoy your Spring and see you next month.

Warm Regards,

Kathy Goffer, NEIAHU President 2015-2017



**Legislative Chair**

Denny Wright  
[Denny.Wright@oldnationalins.com](mailto:Denny.Wright@oldnationalins.com)

**Media Relations**

Edward Judkins  
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**Membership Chair**

Justin Harper  
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**Retention Chair**

Dawn Fair  
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**Professional Dev. Chair**

Cindy Trahin  
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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 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 our  
2017-18 Corporate  
Sponsors, PHPNI and  
Anthem.**

#### **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.

**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](#)

[NEIAHU 5 Year Strategic Plan](#)





## **Featured Committee: Retention**

The Retention Committee is responsible for throwing members a lifeline when members are going to lapse, usually unbeknownst to them, due to credit card changes.

Dawn Fair chairs the Retention Committee. She would love to hear from you and get your ideas for how best to retain our members.

Contact [Dawn](#) today!

## **Featured Nonprofit: Blue Jacket**

At our June Membership Meeting, we'll be hearing from Anthony Hudson, the Executive Director of Blue Jacket. Blue Jacket's specialty is serving the hardest-of-the-hardest to employ. They will serve anyone who is seeking a first OR a second chance at employment, regardless of criminal background.

After years of testing and research, Blue Jacket, Inc.:

1. Fills the gap in local workforce development services by helping disadvantaged adults to become redeemable, or refilled with hope and confidence that they will be great employees in a career that matches their desired goals (Career Academy).
2. Provides real transitional job opportunities and services to local employers (Blue Jacket Staffing).
3. Provides free business professional clothing to students and real life employment and training opportunities (Blue Jacket Clothing Company).
4. Provides referrals to over 35 agencies that provide supportive services better than we could ever imagine.
5. Self-funds through fundraising events, scholarship donations, and grant writing <http://www.bluejacketinc.org/support>

## **Committee Updates**

### **Awards Committee**

Our chapter is anxiously awaiting the decision on Pacesetter for 2017. NEIAHU submitted our requirements to National on March 23rd with high hopes. We are so proud of what we have accomplished this year. Pacesetter is an award our chapter can earn by meeting several criteria including Events, Chapter Management, Meetings, Communications, Public Service, Membership Growth, Professional Development, and Media Relations. Now that we have submitted our proposal to National, we must wait and that is the hard part, decisions on those awarded Pacesetter will be announced at Annual Convention later this year. It's a little nerve wracking to wait because only 50% of submissions are awarded the title of Pacesetter in each category of chapters which is based on the size of the chapter. This year we

are in a new category because we've grown to over 100 members. I'm pretty certain this is a tough group to come up against because you don't get to 100 members without having something to offer your members.

As the chapter's representative on the board for the Awards committee, I would like to thank everyone who participated in each of our meetings, events and for the members who have put in the efforts to make these things happen. To our members and board who were willing to work with the media, those that donate their time to our local organizations and to those who give to our featured charities for the month I thank you. Furthermore, to those of you who took the time to invite a friend to a meeting so we can continue to grow our membership, to those who participated in our golf outings and Super CE days I thank you as well because these are the things that make us great.

And the fun doesn't stop here. We've already started our submission for 2018. We're going to need your help and participation to keep the momentum we have going now. If you have ever thought of getting involved, there is no time better than the present. There are all kinds of opportunities to get involved, some that may require a monthly meeting and some that only require a very short commitment of your time.

You belong to this organization because you believe we make a difference. You know that there is a value beyond continuing education at these meetings and you are willing to invest your time and resources into this chapter. Help us to become even more valuable in 2018 and find a way to participate. We have a good time and form lasting relationships with those with like minds. We learn and grow with each other in our businesses. This organization can be even greater with your participation. Why not take the next step and see what you can contribute. It really isn't hard to participate so reach out to any one of us on the board to just talk. No commitments yet just to find out what kinds of things we can do together. Let's make our chapter one that others continue to look to for ideas on growth and value.

Thank you for a great 2017 and I am looking forward to serving you in 2018.

[Sabine Barrett](#)

NEIAHU Awards Chair

### **Communications Committee**

Currently, the communications team is responsible for communicating information to you, our members: we keep you in the loop for all things NEIAHU. This year, that means the website and the newsletter, as well as our email blasts.

Between newsletters, we read and compile articles that may be of interest to you. Some of them wind up on our website, and some wind up in the newsletter. Occasionally, if it's a time-sensitive piece, we might send out a special email blast. All of the committees assist with the communications pieces - different newsletters from NAHU are sent to different team members, and they then turn them over to communications, and we decide how best to get them into your hands. Sounds like fun, right? The best part is - it's always changing. No two months are the same. If you like being creative, trying new things, and coordinating with all of the NEIAHU committees, consider joining the Communications team. You don't have to be tech savvy (if you can shop online - and we all know you can - you're tech savvy enough!) - all you need in your toolbox is a desire to learn!

[Amber Frey](#)

NEIAHU Communications Chair

## **Legislative Committee**

Last week on May 4th, the Republican controlled House of Representatives narrowly passed an amended version of their repeal and replace bill, the AHCA. Now this will go to the Senate and we still have a long way to go before any legislation can be enacted and actually become law.

A long way to go is an understatement! Like the various Republican factions in the House, the Republicans in the Senate are not in complete agreement how to best do this either and will probably not vote for this bill the House just passed, but come up with their own version of how this should be done. This will not be easy as the Republicans hold a slim 52-48 majority of the Senate, so if more than two Republican Senators defect, nothing gets passed as it is unlikely any Democrats in the Senate will vote to support this. If the Senate does get a bill passed, then both bills go to a House/Senate joint conference committee where they will attempt to hammer out a compromise bill that will have to go back to both houses of the Congress to vote to pass before it can go to the President to sign into law. This is also only the very first phase as this bill only deals with revenue/budgetary parts of the ACA under the reconciliation process that requires a simple majority to pass. Non-reconciliation legislation requiring 60 votes in the Senate (all Republicans and 8 Democrats, or some combination equaling 60) will be required to repeal/replace the non-revenue/budgetary parts of the ACA, which is a much bigger hill for the Congress to climb.

As this goes through the legislative process, NAHU will be keeping us updated through their legislative e-mails and their Washington Updates. If it becomes necessary, Operation Shouts may come out that will require urgent action by NAHU members to respond, so please be aware of these and respond to our Members of Congress with your opinion when requested.

[Denny Wright](#)

NEIAHU Legislative Chair

## **Nominating Committee**

I would like to welcome the incoming board and committee chairs for 2017-2018. Looking forward to working together to keep our chapter moving in the right direction. A special thank you to all that served this past year.

We are still looking to fill a few committee chair positions:

Sponsorship  
Communications  
Website

If you are interested in learning more about these roles, please contact me!

[Bill Hartman](#)

President-Elect

## **HUPAC Chapter Challenge and Updates**

The HUPAC Chapter Challenge is back... but with a twist. Starting with contributions from March 1 to June 1, HUPAC will recognize those chapters that increase the number of members who are contributing to HUPAC by two percent. For example, if your chapter has 50 members and 10 of them are contributing, that puts you at 20% of your chapter contributing. Your chapter would need to

increase that by two percent, which would mean you need to recruit just one more member to contribute. Simple, right? The goal is to increase the involvement of members in HUPAC.

For information on how to contribute to HUPAC, please contact our HUPAC Chair, [Nancy Blake](#).

## Social Media and Healthcare

Do you use social media? NAHU is implementing an engagement strategy to keep consumers on top of the healthcare issues. Lately, healthcare is a hot topic in the media. In fact, in the last couple weeks, it has even been trending on social media. The following hashtag data and corresponding articles were provided by NAHU:

- #GOP Healthcare Plan
  - [NBC News](#)
  - [Vox](#)
  - [Washington Post](#)
- #Medicare
  - [PBS](#)
  - [CNBC](#)
- Individual Insurance Market
  - [FierceHealthcare](#)
  - [American Enterprise Institute \(AEI\)](#)
  - [HHN Magazine](#)
- #Obamacare #ACA
  - [POLITICO](#)
  - [ABC News](#)
  - [Washington Post](#)

Also, did you know that NAHU has an infographic library? Click [HERE](#) to access the tools you can use to educate consumers or colleagues about the value of membership, healthcare reform, LTC, the employer exclusion, and more! The latest postcard available from NAHU is from the Brokers Making a Difference page. Click on the image below to see the full version.

## HEALTH INSURANCE *Brokers Making a Difference*

Across the country, health insurance agents and brokers are making a difference - by helping consumers and employers understand the insurance market and secure affordable health insurance.



## Conference

Region 3 Leadership Training will be August 14 and 15th, 2017 at the Amway Grand Plaza Hotel in Grand Rapids, MI. It's being hosted by the state of Michigan. The event will take place from 12:30pm Monday - 12:30pm Tuesday.

Currently, the meeting will include a message from NAHU 2017-18 President Mike Embry, and a panel discussion from chapter leaders. Also, breakout sessions will be available for chapter specialties including Legislative, HUPAC, Membership, Awards, etc.

Registration details forthcoming!

## NAHU in the News



Did you know that NAHU has an entire page of their website dedicated to their media presence? Well, they do. With healthcare playing such a large part in the news lately, it should be no surprise that there has been a LOT of media action from our hardworking NAHU members! See what they're saying [HERE!](#)

## Golf Committee



**WE WANT YOU!**

One of our special committees is our Golf Committee - they are about to start planning the outing, and they want YOU to help!

Reminder: The outing has been scheduled for **September 15 at Brookwood Golf Course.**

The first committee meeting will be May 19 at 8am at Panera on Coliseum Blvd. Volunteers are needed and wanted! If you want to be a part of the most fun event of the year for our association, please feel free to attend or email [Jeff Fabini](#) or [Dotty Wiggin](#).

## Upcoming Events

### [June Membership Meeting](#)

Webinar - "Compliance Update - Where Are We?" - Pamela Mitroff, Senior Director of Healthcare Reform Compliance, NAHU  
June 19, 2017  
Featured Nonprofit: Blue Jacket

### [NAHU Annual Convention](#)

June 25-28, 2017  
Renaissance Orlando at Seaworld  
Orlando, FL



Earlybird Registration ended on April 26, but there's still time to get registered!

**ISAHU State Convention**

July 31, 2017

Drury Plaza Hotel Indianapolis Carmel

More details coming soon!

**Region 3 Leadership Training**

August 14 & 15th, 2017

Amway Grand Plaza Hotel, Grand Rapids, MI

More details coming soon!

**Wanna know what's going on in Fort Wayne?** Check out Greater Fort Wayne's [CALENDAR OF EVENTS](#) and get involved in the exciting changes happening in the city you love!