

ISAHU NEWS

INSIDE THIS ISSUE:

<i>DC Fly In</i>	1-2
<i>Region 3 Meeting</i>	1
<i>National Convention</i>	2
<i>2010 Convention</i>	2
<i>LPRT Wrap Up</i>	3
<i>Congressional Meetings</i>	3
<i>Calendar</i>	4
<i>Membership Wrap Up</i>	4
<i>State Board</i>	4

Mission Statement

ISAHU will improve its members' abilities to meet the health, financial and retirement security needs of their clients through education, advocacy and professional development.



WASHINGTON D.C. FLY IN

Producer Organizations Lobbying Hard Against Government Plan Option for Insurance Reform

By: Phil Lackman

More than 40 Illinois health insurance producers participated in the Joint Agent/Broker Fly-in this week in Washington, D.C. to deliver our message on Federal Health Care Reform. The agents stated that we support significant insurance and other systemic reforms and strongly oppose a Government Plan Option which will destroy the private market. They also stressed that government bureaucrats and call centers cannot match the service and value agents and brokers bring to their clients.

Coordinated by all four na-



Insurance Producers hit the Capitol on July 14

tional agent/broker association including IIABA, NAHU, CIAB and NAIFA, the fly-in drew more than 1,000 agents and brokers nationwide. In addition to attending the joint legislative briefing, members of the Illinois associations met

with both U.S. Senators and most of the Illinois Congressional delegation on Wednesday.

As the House and Senate actively debate comprehensive health care reform (continued on page 2)

REGION THREE MEETING- AUGUST 11

The leaders of State and Local NAHU chapters in Region 3 will be coming together on Tuesday, August 11 in Cleveland, Ohio for a "President's Round Table."

Regional Vice President Linda Erlenbach is encouraging

each chapter to send their current Presidents and President Elects with copies of their strategic plans and Policies and Procedures for an interactive brainstorming session. This is a great networking opportunity for chapter leaders as well.

10 AM-4PM
Hilton Garden Inn
Cleveland Airport

\$50/participant
Register online at
www.nahu.org

WASHINGTON FLY IN CONTINUED...

legislation, the joint grass-roots fly-in provided an opportunity for the health insurance agent and broker community to send a strong message to Congress to preserve the private delivery of

health insurance and to oppose the creation of a government-run public plan. Last week, the House unveiled their version of reform which runs over 1,000 pages and costs more than one trillion dollars, while the Senate continues to move forward on a dual track with proposals pending in both the Committee on Health, Education, Labor and Pensions (HELP) and the Com-

mittee on Finance.

In addition to the fly-in ISAHU, in coordination with IIA of IL and NAIFA IL, conducted in-district meetings during June and July with most of the Illinois Congressional Delegation including – more information on page 3.

We would like to thank all of our members who took the time to attend both the D.C. Fly-In and in-district congressional meetings.



NATIONAL CONVENTION WRAP UP

COMMENTS FROM PAST PRESIDENT JOHN GARVEN

Dear colleagues:

I believe everyone who attended will agree with me that it was a great event, though expensive given its venue. Also, there was understandably a great deal of emphasis on legislation, and in that regard I believe that NAHU is doing everything possible in its representation of its members' interests.

One of the highlights of the convention was watching Eva Jean Fomalont from Albuquerque, New Mexico,

NAHU president in 2002-2003, very deservedly win the Harold R. Gordon Memorial Award. Unfortunately ISAHU did not win the Landmark Award that it had applied for, but nevertheless because of Beth Smith's diligent and hard work we now have the framework in place that will make it much easier for the state association to file for the award next year and WIN IT at convention which is being held in Chicago! (See below for more info!)

Further, I am pleased to advise everyone that my good friend and colleague Tom Harte whom many of us supported in the NAHU Secretary race was in fact elected yesterday. Because Tom is the new NAHU Secretary @ July 1st he will become our organization's president @ July 1, 2013.

Thanks to everyone for your engagement during my tenure as president of ISAHU.

"Thanks to everyone for your engagement during my tenure as president of ISAHU."

- John Garven

PLANNING AHEAD FOR CHICAGO 2010!

COMMENTS FROM PAST PRESIDENT JOHN JOSEPH

As you may know, NAHU is holding the 2010 annual convention here in Chicago in 2010. As a result we will be asked to host some functions locally. Events for the folks who arrive early on Saturday are generally hosted by the local chapters. Here is what we tentatively have planned so far and those individuals

that will coordinate:

- Golf outing: John Gaglione
- River Boat / Lake front cruise: Wilbur Mills
- Baseball game: John Joseph
- Bus Tour: (open)
- Run/Walk: (open)

Please contact John Joseph at jayjayjoseph@comcast.net if

you are interested in being a part of this great NAHU event!



LEADING PRODUCERS ROUNDTABLE (LPRT)
 CONGRATS TO THIS YEAR'S QUALIFIERS



Golden Eagle

Blair Gambill
 Wilbur Mills
 David Zern

President's Council

Robert Kahler
 Robert Slayton

Eagle

John H. DiVerde
 Roger W. Garrett
 John Garven
 Scott Loochtan
 David Meister
 Lou Reginelli
 Greg Smith
 Stanlee Way

Leading Producer

Michael Halko
 Lorita Hellman
 Peter J. Justen
 Denise Wegner
 Edward Zurek

Not sure how to qualify?

Check out the requirements at...

<http://www.nahu.org/members/awards-lprt.cfm>

Or in the attached brochure!

IN-DISTRICT CONGRESSIONAL MEETINGS RECAP
DEBBIE HALVORSON, BY SARAH EASTMAN - CSAHU

We met on June 30th and it was a collaboration of 9 IIAI members as well as NAHU members.

It was a great discussion with Debbie Halvorson and her District Director Marilyn Turner-Mallory (who handles her healthcare information and communications). We were well organized and

spoke with one voice. Our goals were clearly outlined, focusing on the following two main areas: The Role of the Agent and Avoiding the Public Plan Option.

Our discussion was over an hour and it was truly a healthy conversation, rather than people talking at each other. The biggest eye

opener came when we shared specific stories of the level of service we provide our clients. It was good, Marilyn Turner-Mallory was going to put all who attended on an email blast list, so when they come across situations, issues, and topics where they need input, that she will reach out for our recommendations/feedback.

"It was a truly healthy conversation."

~Sarah Eastman

BILL FOSTER, BY JOHN GAGLIONE - DAHU

Representative Foster is a reasonable person and wants to hear all sides of this issue.

We need to backfill him, through his staff, on what a "level playing field" is in regard to the government run plan being hammered out right now. He has come a long way on the issue of cost shifting since I first met with him several months ago. He stated several times in our meeting and each of the four or five times

I've met with him before that he wants to wait until the legislation is written and then try to fix what's wrong with it. Our strategy is to have a voice or a seat at the table in developing the legislation so that it is closer to acceptable right out of the gate. Congressman Foster's strategy is concerning to me because as I mentioned in the meeting, once flawed legislation is passed the market will dramatically change in response to that legislation.

We did talk about the changes needed in the individual market. He agrees with the concept of some type of subsidy for low income people to help them buy guaranteed issue individual plans. He did mention that the problem is figuring out how to pay for it.

Over all I think it did go well but we still have a long way to go with Congressman Foster. He is friendly to us and is willing to listen but as a freshman Congressman he will get a lot

"Representative Foster is a reasonable person and wants to hear all sides of this issue."

~John Gaglione

Illinois State Association
Of
Health Underwriters

Executive Board

President: Michele Thornton
Pres. Elect: Lou Reginelli
Vice Pres.: Robert Slayton
Treasurer: Wilbur Mills
Secretary: Al Orelt
Past Pres: John Garven

Committee Chairpersons

Membership: Michele Katz
Retention: John Joseph
Legislation: Greg Smith
HUPAC: Mitch Palmer
Education: Marti Monckton
Media Relations: Russell Dixon
Awards: Open

Local Chapter Presidents

Central: Dawn Edwards

Chicago Northeast:
Dean Anagnopoulos

Chicago Southland:
Frank Vance

DuPage: John Gaglione

Northern: Laura Blomgren
Southern: Kevin Nowak

Newsletter Ideas? Looking for PR
for a chapter event? Email to
mlt@thorntonpowell.com

We're on the Web!
www.isahu.com

State Wide Calendar - August/September

August

- 3 **Chicago Southland Golf & Summer Pool Outing**
4 9:00 State **Legislative** Call (all state/local membership leaders)
11 Regional Meeting - Cleveland, Ohio (state/local presidents & pres elects)
13 **Chicago Northeast Charity Golf Outing**
18 2:00 Regional **Membership** Call (all state/local membership leaders)
3:30 State Exec. Board Call
27 **Central Illinois Golf Outing**
(HUPAC, Education, Media Relations Committee calls t.b.d.)

September

- 1 9:00 State **Legislative** Call (all state/local membership leaders)
8 3:30 Full State Board Call
10 Chicago Northeast Legislative Breakfast
15 2:00 Regional **Membership** Call (all state/local membership leaders)
17 Chicago Southland Legislative Breakfast
22 **Northern Illinois Golf Outing**

MEMBERSHIP STATISTICS

TOTAL ISAHU MEMBERS 540

Central: 111

Chicago NE: 198

Southland: 42

Dupage: 107

Northern: 48

Southern: 34

Congrats to Dupage
who had the most new
members this past
month!!!

11 newly
Recruited members!

