



ETAHU Review

A Monthly Publication of the
East Texas Association of Health Underwriters

June 2007

July Meeting

@ Hollytree Country
Club

Friday, July 20, 2007

11:30 am – 1:00 pm

Speaker:
Senator Robert
Nichols

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Hosted by DAHU



As He Sails Into The Sunset...

A Fairwell Message From Our 2006-2007 ETAHU President

By Joe Phifer

I'd like to thank each of you for helping to make my term as your president a successful one! Together, we've strengthened our relationships with local legislators, reached out to community groups and brought in new blood to our association.

From a chapter standpoint, we've continued to build on the momentum of past boards and this has helped us to strive for new heights. We continue to be a leader on both the state and national levels. In May, we were named TAHU Small Chapter of the Year and, in late June, we received our third consecutive NAHU Pacesetter Award. Our little chapter in East Texas is truly making a difference and that would not be possible without your support!

On a personal level, I've really had a lot of fun and have learned a lot from my peers. Of course, we had our challenges, but with the support of a great board, we overcame the obstacles in our way. If it is true that you are only as good as the people who surround you, then I was extremely fortunate. Each and every chair tried their best to make good things happen and I commend each of them for doing so.

I know that the 2007-2008 board will continue to receive this type of support and that you will all reach out to Jeff Sherrod to help make his year as president the best that ETAHU has ever had. When I first approached Jeff about the position of President-Elect, I could tell that he was apprehensive. However, Jeff knew that we needed his help and, being a good man and leader, Jeff accepted this challenge. To say that a lot will happen in our upcoming board year is an understatement. The impact of the Michael Moore documentary, "SICKO", will be further known and our politicians will be in full campaign mode with the presidency, 435 congressional seats and 34 senate seats up for grabs. This is a crucial time for our industry and our nation and we need you all to stay involved.

Again, I appreciate the time that you have allowed me to serve as ETAHU president. If I can ever help you in any way, please do not hesitate to contact me!

THANK YOU

TO THE FOLLOWING FOR CONTRIBUTING TO THE
JANUARY 1, 2006— JANUARY 31, 2007 TAHUPAC/HUPAC FUNDS

TAHUPAC

Sarah Anderson
Kathryn Haught
Nichol Cook
Beverly Davis
Paul Douglas
Sandy Douglas
Mark Hobgood
Pat Miller
Joe Phifer
Kathy Rainwater
Karen Robinson
Jeff Sherrod
Cynthia Swanson
Wendy Vanderwater
Gail Norris
Jennifer Davault

HUPAC

Sarah Anderson
Kathryn Haught
Sandy Bailey
Nichol Cook
Beverly Davis
Paul Douglas
Sandy Douglas
Mark Hobgood
Joe Phifer
Kathy Rainwater
Pat Miller
Jeff Sherrod
Cynthia Swanson
Wendy Vanderwater
Gail Norris
Jennifer Davault

Why is it so important to contribute???

TAHUPAC contributions go to support Texas candidates for office who support the values of TAHU. They believe in private solutions for health care and not in the single payer system. By supporting TAHUPAC and our mission, contributions help to bring more credibility and influence to this organization that we serve.

HUPAC funds have been used to help defeat single payer bills put forth in more than a dozen states. The single payer system is picking up momentum in certain parts of the country and NAHU continually monitors these bills. HUPAC allows us to maintain a seat at the tables of legislators and has allowed our industry to influence LTC, DI, health insurance legislation, etc.

Become one of our monthly
Luncheon Sponsors
and you will receive a display
area for your marketing
materials, 3-5 minute podium
time prior to luncheon
speaker and front
page recognition on the
monthly newsletter.

Luncheon Sponsor cost: \$75.00

Call Beverly Davis at 469-222-6055 or email
at davisb@aetna.com to
reserve your month.

East Texas Association of Health Underwriters 2006 – 2007 Board

<u>Position</u>	<u>Name</u>	<u>Phone</u>	<u>E-mail</u>
President	Joe Phifer, MHP, RHU, REBC	972.364.5065	joep@safeguard.net
President Elect	Jeff Sherrod, RHU	903.297.7971	Sherrod.Jeff@principal.com
Treasurer	Pam Eberlan	903.561.2621	pam@bosworth-associates.com
Secretary	D'Ann Miller, AAI, CLTC, CISR	903.581.0077	dmiller@threlkeld.com
Immediate Past President	Kathryn Haught	903.581.9811	kathrynhaupt@yahoo.com
Awards Chair	Angie Pascual	903.509.5794	apascual@hftpa.com
Communications	Joe Phifer, MHP, RHU, REBC	972.364.5065	joep@safeguard.net
Education	Jennifer Davault	903-581-9935, x220	jdavault@fds-insurance.com
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Newsletter	Beverly Davis	469.222.6055	davisb@aetna.com
Public Service	Sandy Douglas	903.581.6998, x6	sadouglas@sbcglobal.net
Retention	Mark Hobgood	903.238.8845, x3819	mhobgood@hpet.org
Symposium Chair	Cynthia Swanson	903.581.0077	cswanson@threlkeld.com
Symposium Co-Chair	Beverly Davis	469.222.6055	davisb@aetna.com
Trustee	Sandy Bailey, RHU, MHP	903.509.5712	sbailey@hftpa.com

SAVE THE DATE!

The 10th Annual ETAHU Symposium has been set!

The Symposium will be held on
Wednesday, October 24th, 2007
at the Tyler Rose Garden
(420 Rose Park Drive, Tyler 75702)

Cynthia Swanson has graciously agreed to remain
Symposium Chair for the 2007-2008 board year.

If any carriers/vendors have questions, **please e-mail
Cynthia at cswanson@threlkeld.com.**





ETAHU “Outstanding Board Member” Award

At the June board meeting, Joe Phifer recognized two board members for going above and beyond during the board year. *Beverly Davis* did an outstanding job as Newsletter Chair. If you have been reading the newsletter, then you know the work that Beverly has put into it. Not only does it have an outstanding format, but it is filled with great information! *Mark Hobgood* took the position of Retention Chair and ran with it. Our chapter was one of two in the state to post positive retention figures and much of this is due to Mark’s hard work. If membership is the lifeblood of our association, then there is no more important role than maintaining our current roster of members! Congratulations to both Beverly and Mark on jobs well done. Previous “Outstanding Board Member” Award recipients include: Pam Eberlan & Cynthia Swanson (2005-2006) and Joe Phifer (2004-2005).

ETAHU President Listing

Joe Phifer 2006 – 2007 – **2006 TAHU Small Chapter of the Year, 2007 NAHU Pacesetter Award**

Katherine Anderson-Haught 2005 – 2006 – **2005 TAHU Small Chapter of the Year, 2006 NAHU Pacesetter Award**

Wendy Vanderwater 2003 – 2005 – **2005 NAHU Pacesetter Award**

Lee Lester 2002 – 2003

Mary Ann Blair 2001 – 2002

Carol Runnels 2000 – 2001

Kathy Rainwater 1999 – 2000

Bobbie Payne 1998 – 1999 – **1999 NAHU Pacesetter Award**

Bob Mitchell 1997 – 1998 – **1997 TAHU Small Chapter of the Year**

Hal Smith 1996 – 1997

Gary Cole 1995 – 1996

Sandy Bailey 1994 – 1995

Gail Norris 1993 – 1994

Tricia George Anderson 1991 – 1993

Richard Hicks 1990 – 1991

Sarah Anderson 1989 – 1990



TAHU E-News Updates ...

in case you missed it.

TAHU Café Update

*Have you tried the TAHU Café, and then unsubscribed?
Well, it's time to give it another chance.*

For the past many months the TAHU board has received numerous complaints from TAHU Café subscribers. As a result, the TAHU board voted to amend the café rules for the benefit of most. The café was designed to be a business forum and the new rules reinforce this. Please read the new rules on page 4 of the E-News carefully. In the near future, the café will be shut down, all subscribers removed and then re-opened. All subscribers will be allowed to re-subscribe only after acknowledging and agreeing to abide by the new rules. The Texas Association of Health Underwriters hopes that you enjoy the exchange of insurance information found on the TAHU Café. Please feel free to contact any TAHU board member with questions.

SAVE THE DATE!

TAHU 20th Annual Convention in El Paso, TX

May 1st-3rd, 2008

El Paso Convention Center
1 Civic Center Plaza
El Paso, TX 79901

Hotel arrangements are with Camino Real Hotel,
across the street from the convention center.

Hotel rate is \$90 single/double.

Reserve your sleeping room by calling 800-811-8893 or 214-905-0050 and
referring the group and meeting name.

Reservation cut-off date is April 7, 2008.

Reservations after this date are subject to availability.

