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Ouida Peterson – In Memoriam

By Bill Mann

I was asked to write a story about the untimely passing of my long time friend and mentor, Ouida Peterson. One of my happiest life moments was when I was able to present Ouida with the Hollis Roberson Award, the highest award bestowed by the Texas Association of Health Underwriters.

As I sat down to write this piece, I was forwarded another piece written by another long time friend, Jackie Spragins, for the Wichita Falls *Times*. There is not much I could add to better epitomize Ouida. So, reprinted with permission from Jackie Spragins, is her article.

Insurance community loses a legend in Peterson

On the Wednesday before Thanksgiving, I received one of the worst calls of my life. My friend Ouida Peterson had died at age 59 from an apparent heart attack. Ouida came to Wichita Falls every year for about the past 12 years and gave an all-day seminar updating insurance agents and employer human resource directors on COBRA continuation of health insurance. She was the only person in the world who could make learning about COBRA interesting and funny. As a matter of fact, there was no one like Ouida — she was one of a kind. I know this because she and I were friends for almost 20 years.

I first met Ouida at a Texas Association of Health Underwriters event of some sort. We had a lot in common, but Ouida made everyone feel that way. As good friends, we traveled together, worked together, partied together and sang together. She loved a good ol' gospel hymn, and she kept many CDs in her car. On one trip together, we listened and sang our little hearts out. Her attitude was always positive. She even started a company named "Attitude is Everything" and always wore her ATTITUDE pin. You can see me wear one sometimes, and Martha Hall, too. Ouida had it on every day.

Ouida graduated from East Texas State University, now Texas A&M Commerce, and went to work for Blue Cross Blue Shield of Texas. She retired after 25 years of service, and, with two other partners, started a COBRA/HIPAA compliance company named CompLink. CompLink sold out to Conexis, and Ouida was their representative, giving seminars all over the United States. She was a legend to health insurance folks, and she was a huge educational supporter of chapters in the National Association of Health Underwriters.

As I went through old photos of us, I realized how my life was enriched by knowing her. I never heard her say a bad thing about anyone, although she could make a bad thing into a joke pretty well. When a friend complained to her about a gentlemen she worked with, Ouida just said, "Oh well, his hair dye just probably soaked in too much." I called her when a SAFB jet crashed here in Wichita Falls. The crash happened shortly after the Oklahoma City bombing, and I was so impressed how articulate everyone sounded when interviewed there that I could not wait to tell Ouida about what I heard here. The man I heard on TV was asked if he saw anything. In his Texas twang, he said: "Yeah, I did. I saw that pilot eject and come down over by the softball complex. Me and my buddy, we drove over there and when that pilot came walking up, I said to him, 'Hey, Bud, whut happened?' and he said, 'Somethin' done went wrong.' Many of you may remember that the pilot was Dutch, so I doubt he said that. Ouida laughed so hard about this, and next thing I know, she had named her next COBRA class "Somethin' Done Went Wrong."

Ouida and her husband, Pete, lived on their ranch, The Middle Aged Spread, about eight miles north of Stephenville. Pete died about three years ago, and I can't imagine a more lively pair in heaven. I am sure they are "In the Garden" singing with Jesus. God bless you, my dear friend, Ouida. We will miss you dearly.

A Texas legend has left us. What more can be said?

From the President's Desk

by Terrell Rogers



This proves to be a very interesting year for the life of Insurance Professionals. We have the GOP Race in full swing. Mitt Romney, Ron Paul and Rick Santorum are in the lead today, but please do not forget about Newt Gingrich and Rick Perry. Herman Cain and Michele Bachmann have recently withdrawn from the Presidential race.

Your HAHU Board has also undergone some recent changes. We have a new President Elect – Craig Splawn. Jeff Bacot remains as your 1st Vice President, and we have a new 2nd Vice President – Jo Middleton. Our organization is still looking for a Communications Chairperson. We are delighted to have Pat Martin working on our newsletter for the interim. We are also now in need of a Technology Chairperson. Please contact me if you are interested in either position.

Houston will have several delegates attending Capitol Conference on January 23rd – 25th. We will meet with Congress on the following issues, which are critical for their consideration:

- The Value of Professional Insurance Agents and their Inclusion in any Reform
- Reforming PPACA's Medical Loss Ratio Requirements
- Containing Health Care Costs
- Making Health Coverage More Affordable
- Maintaining Stability, Affordability & Consumer Choice for Medicare
- Creating Incentives to Purchase Long-Term Care Insurance

The value of the Insurance Professional is priceless. We will ensure that this is communicated and explained in Washington D.C., as well as in Austin, Texas, where we will be working the first weekend in February at Day At The Capitol. This is a non-legislative session this year. We will have a full report on each event in next month's newsletter.

We continue to search for a permanent location for our monthly luncheons, so be sure to let your board members know how you feel about the venues to date.

Your Ad Could Be Here!!

Contact Crystal Hoffman
at crystal@hoffmanig.com
for more information.

January Luncheon

Register at www.HAHU.org

Menu

Willie G's Caesar Salad

Entree Choices:

Blackened Salmon with Fried Shrimp

OR

Chicken with Mushroom Sauce

**Both entrees are served with sides of
red skinned mashed potatoes and broccoli**

Dessert:

Vanilla Ice Cream topped with Chocolate Syrup



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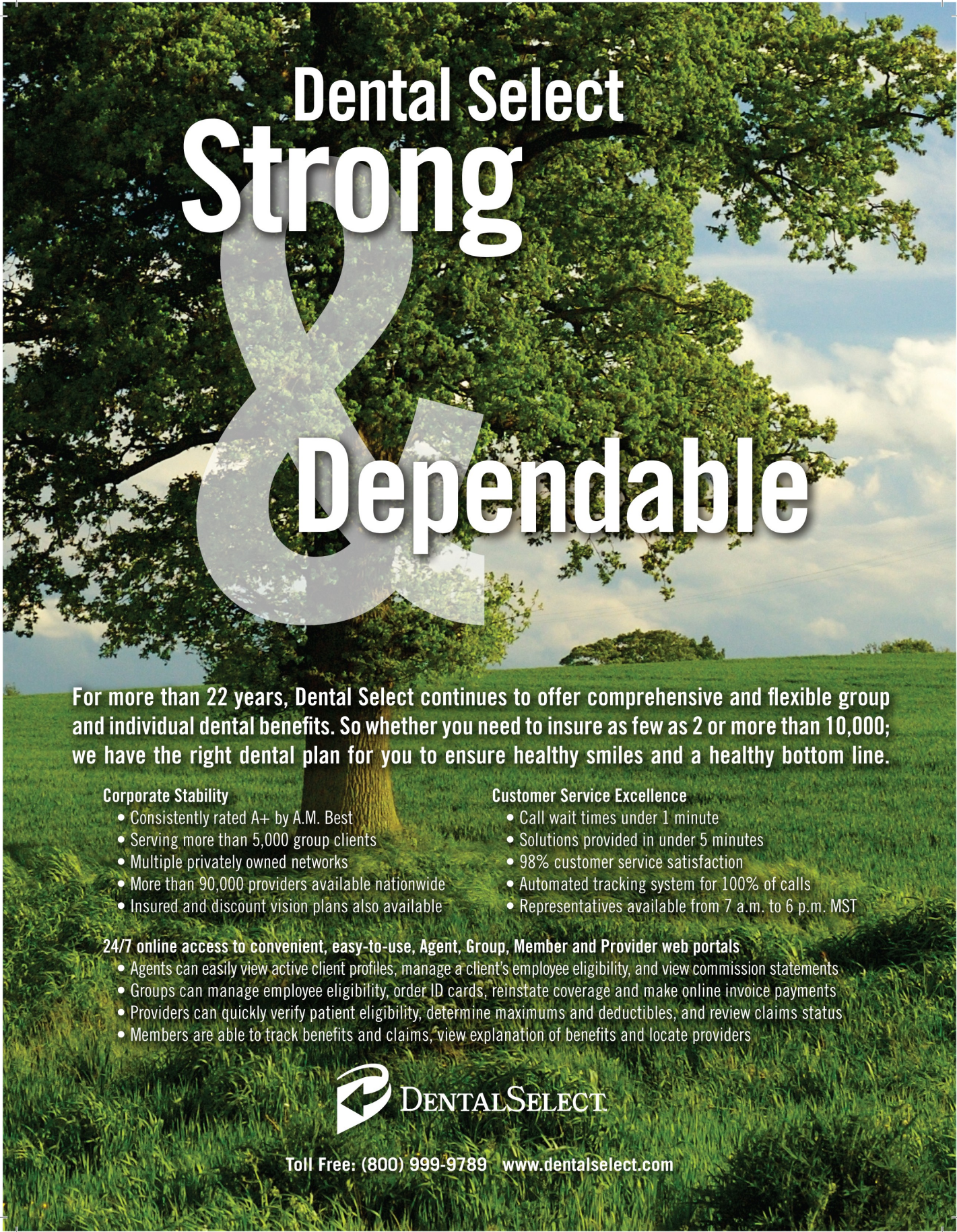
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PUBLIC SERVICE

by Veronica Wingo



You Made A BIG Difference Over the Holiday Season

Sharing with those in need has become a very special part of our association's holiday season. The last part of 2011, **HAHU** held several drives in order to give back to local families, active troops, and our own HAHU membership. During our *Holiday Cards From Home Drive*, we sent 109 holiday cards to US troops currently deployed. In addition, we partnered with the Houston Food Bank and provided 1,128 meals via our annual *Food and Funds Drive*. Our membership also held a flu shot drive and *Took One For Raymond*, in order to protect our own. To end the year of 2011, HAHU joined **Houston Children's Charity** on our annual *Toy Drive* by providing new toys to local children in need.



THANK YOU
for your will-

ingness to lend a helping hand during the holidays! Please feel free to reach me at (832) 492-4303 or veronicaw@dentalselect.com if you are interested in volunteering some of your time at the Houston Food Bank and/or Houston Children's Charity. HAHU, your amazing generosity helped many people experience a brighter holiday season! May 2012 bring you and yours much love, laughter and happiness.



OFFICIAL NOTICE:

Neither the Houston Association of Health Underwriters (HAHU), nor its Officers, nor Board of Directors endorses any advertisement which appears in this bulletin; however, these parties appreciate the support of any advertiser. Any references in this publication which may be subject to legal interpretation (i.e., state or federal laws, state licensing requirements for agents, approved continuing education courses for maintaining an agent's license) are not to be construed as fact and are not endorsed as such by the HAHU, its Officers, or the Board of Directors. Each reader is responsible for verifying these references through the appropriate government agency licensing authority or other source.

The HAHU Board further encourages an open, healthy debate of industry issues through publication of the articles herein. This does not necessarily constitute an endorsement of positions stated.

ANNUAL ADVERTISING RATES

(in monthly issues)

Effective 02/18/08

Business Card	\$ 325.00
1/4 page	650.00
1/3 page	800.00
1/2 page	1,100.00
Full page	2,000.00
One-time insert	175.00

For more information:

Kathi Sandler, Executive Director
ksandler@hahu.org / 713.520.5720

November Luncheon Photos



Luncheon Sponsor Dave Grenell of Manhattan Life. Thank you, Dave.

Kay Nettles and Melanie Rogers with Mayor Parker's proclamation naming November Long Term Care Month.



Lonnie Klene won the Leg Fund drawing—but no Ace of Spades.



Crystal Hoffman won the free lunch drawing. Angela Moore conducted both drawings.

January Luncheon Speaker and Luncheon Sponsor



Speaker—Representative John Zerwas

Representative John Zerwas, M.D. proudly represents the citizens of House District 28 in the Texas House of Representatives. House District 28 is made up of a diverse mix of urban, suburban, and rural populations in Waller County, Wharton County and western Fort Bend County and is currently one of the fastest growing regions in the State of Texas.

A physician for over 25 years, Zerwas is one of only two doctors in the House at a time when Health and Human Services consumes roughly 40 percent of the state budget and is the fastest growing area of spending. Zerwas is an anesthesiologist with Greater Houston Anesthesiologists, a large group he began several years ago. He has served as the Chief Medical Officer of the Memorial Hermann Healthcare System in Houston and as such oversaw programs that have improved the outcomes of patients with certain medical conditions while also reducing the cost of treating those conditions.

His training and experience make him uniquely equipped to find common-sense solutions to help Texas deal with the increasing complexities and cost of health care.

Lunch Sponsor



Calendar of Events



JANUARY

	<u>When</u>	<u>What</u>	<u>Where</u>
10 Tuesday	4:00 PM	HAHU Board Meeting	Nova 401(k) Associates*
18 Wednesday	Noon	HAHU Luncheon	Willie G's - Post Oak**
23 - 25	All Day	Capitol Conference	Washington, D.C.

FEBRUARY

2 Thursday	All Day	TAHU Legislative Day	Austin, TX
7 Tuesday	4:00 PM	HAHU Board Meeting	Nova 401(k) Associates*
TBA	Noon	HAHU Luncheon	TBA

MARCH

13 Tuesday	4:00 PM	HAHU Board Meeting	Nova 401(k) Associates*
TBA	Noon	HAHU Luncheon	TBA

*Nova 401(k) Associates - 10777 Northwest Freeway, Suite 440, Houston, TX 77092

** Willie G's - Post Oak, 1605 Post Oak Blvd., Houston, TX 77056

[Register for any of these events at www.HAHU.org !](http://www.HAHU.org)

* All members are welcome to attend. Please check with Kathi Sandler regarding last minute changes to dates, times or location.

Lunch Sponsorship is a great way to

"Show Your Stuff"

to the largest chapter in the country.

Lunch Sponsorship Package: Includes strategically located table to display your literature, a 3-5 minute commercial during the luncheon, one lunch, an opportunity to offer a door prize, a newsletter stuffer AND a banner on the new HAHU Website!

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For more information contact:
Crystal Hoffman at crystal@hoffmanig.com

The Presidential Race 2012

by Lonnie Klene



This month, we are continuing our GOP Presidential Candidate Position Comparison. We will use only official published positions, and these may not be the same from one candidate to the other. The majority of my data was derived through online resources.

Rick Perry – Death Penalty - Perry supports the death penalty. In June 2002, he vetoed a ban on the execution of mentally retarded inmates. As of August 10, 2011, Texas has carried out 234 executions since Rick Perry became governor.

Health - As Governor, Perry has been an outspoken opponent of federal health-care reform proposals and of the PPACA, describing the latter as "socialism on American soil." Perry's focus in Texas has been on tort reform, signing a bill in 2003 which restricted non-economic damages in medical malpractice judgments. Perry has touted this approach in his Presidential campaign, although independent analysts have concluded that it has failed to increase the supply of physicians or limit health-care costs in Texas. During Perry's governorship, Texas rose from second to first among states with the highest proportion of uninsured residents at 26%, and has the lowest level of access to prenatal care. Perry and the Republican-led state legislature have cut Medicaid spending and made it more difficult to enroll in the program, which currently covers one-third of Texas children.

Ron Paul – Has been a presidential candidate in 1988, 2008 and 2012. He has been labeled a conservative, a Constitutionalist and a Libertarian. He is a medical doctor, and his nickname is "Dr. No," a label earned due to the fact that he has stated that he will never vote for legislation unless the proposed measure is expressly authorized by the Constitution.

Free Trade - Dr. Paul is a proponent of free trade and advocates open trade, travel and communication with other nations. He has opposed many free trade agreements, such as the NAFTA and CAFTA as serving special interests and big business.

Immigration - Paul considers illegal immigration to be a serious issue for our country. He believes illegal aliens should not have access to government programs such as Social Security, welfare benefits and healthcare.

Foreign Policy - Paul has been heavily criticized on his views on foreign policy – which is considered non-interventionism by many. He has stated that "America should not interfere militarily, financially, or covertly in the internal affairs of other nations."

Miscellaneous - Paul believes the size of the federal government must be decreased substantially. He believes the Federal Reserve should be abolished. He believes young Americans should be able to opt out of Social Security. He has stated that he favors ending the US Post Office's monopoly, opening it to private competition. He opposes all efforts to re-define marriage. He has stated that he supports the right of gay couples to marry. He is strongly pro-life and opposed to abortion.

We are posting Legislation Articles that may be of interest to our members on the HAHUBlog. You may follow this link: <http://hahublog.wordpress.com>.

Membership Notes

by SARAH KRAMER

New Members

Name	Company	Sponsor
Valerie Bagwell	Entrust	Clint Wilson
Amadee Griffin	ABM Insurance	Melanie L. Rogers
Kathy Kilpatrick	Kilpatrick Companies	NAHU
Greg Koch	Serve You - Custom Prescription Mgt	Terrell A. Rogers
Jerry Levy	LTC Financial Partners	Michael A. Rivera
John McCabe	Mutual of Omaha	Thomas F. Cottar III

Renewals

November and December Anniversaries

Ben August	Jamie Garza	Maya Pillai
Clark Austin	Amadee Griffin	Tina Riffle
Christie Bonczak	Oscar Gutierrez	Michael Rivera
Brooks Boyd	Joel Hoechstetter	Stephanie Rogers
King Brooks	Ron Ledgerwood	Lee Sackett
Susan Burdette	Scott Long	Keith Solomon
Deidra Cundiff	Shannon Marks	Phillip von Stephens
Troy Davis	Brandon McGraw	James Stratton
Rosalinda Diestro	Bryan Neely	Belinda Strombeck
Eurie Dye	Michael Norman	Sara Tinnin
Ted Erck	Veronica Orozco	Kiah Townsend
Michael Erdin	Greg Peebles	Amy Vejsiri
Scott West		Jess Williams

ATTACK OF THE POD PEOPLE

by Mark Roden



HAHU Launches Its Own PodCast Channel

What in the World is That and How Can I Benefit from it?

The Media Relations Committee of HAHU is starting its very own PodCast channel and we are looking for content contributors. But what, you may ask, would I be contributing to, and just what *is* a podcast?

What a PodCast is

A podcast is a method of freely distributing audio content (much like a radio show) over the Internet. It can be accessed at any time day or night from anyplace the Internet is available. Considering the reach of mobile Internet access these days, that means practically anywhere. In some cases, it can also include video content as well.

**PODCASTING ALLOWS YOU TO LISTEN TO STUFF YOU WANT TO HEAR,
WHENEVER AND WHEREVER YOU WANT.**

Our podcast will be hosted on iTunes by Apple. It is the largest podcast host in the country, and it is easily searchable by topic and or key word. Go to iTunes and search under podcasts for any topic in which you have an interest, and I'm sure you will find something.

Content is King

At first, we will be "airing" content that appeals directly to the end user of our services and not for industry insiders. Examples:

1. How do I make a decision on which individual health insurance policy to purchase?
2. Is individual dental insurance a good buy?
3. I have a great health plan through my employer, but I don't understand how the deductible works.
4. What does maximum out-of-pocket expense mean, and how does it work with co-insurance?
5. What is co-insurance?
6. Do I really need Long Term Care insurance?
7. How much life insurance do I need?

Ideally, each podcast will be no longer than 5 to 10 minutes. Remember, people will most likely be listening to the podcast over a mobile device while they are on the go. They won't have time for a 45 minute PowerPoint presentation.

What Does This Do For Me?

Why would you want to contribute a podcast to the HAHU podcast channel? It brands you as a knowledge expert in your field. If you create extraordinary content that is both fun and very informative, your content will be shared with others and will generate customers who are seeking you out for your expertise. You won't have to spend time searching for them to sell them something.

Just remember to tell stories. Use real life examples. Keep the listener's interest.

So if you would like to answer any of these questions, or if you can think of some on your own that you would feel comfortable explaining, please let me know. I can be reached by email at mark@eharmonyinsurance.com. Please put **HAHU podcast** in the subject line.

BUSINESS NAME

The Retirement Corner

Sadie A. Hooker, CPC, QPA, QKA, QPFC

HAHU Secretary

Help Your Clients Say “Goodbye Tension – Hello Pension!”

Nova 401(k) Associates is pleased to present a series of articles based upon the IRS 401(k) Fix-It Guide including our own suggestions and observations related to each of the twelve errors covered in the guide. Last month we covered IRS Resources available to Plan Sponsor and their Advisors. This month, I am covering the different correction programs available if errors are discovered.



Problem #1 (cont): Type of Plan Document

Failure to keep a 401(k) plan document up-to-date is the first common mistake in the IRS 401(k) Fix-It Guide. To keep a 401(k) plan document up-to-date, it is often helpful to know what type of plan document the employer has. Plan documents fall into two broad categories: pre-approved documents and individually designed documents.

- A pre-approved document is a document where the plan document sponsor has filed in advance with the IRS to get advance approval for the plan language. The IRS issues an opinion letter to the plan document sponsor, and generally the employer may rely on the plan document sponsor's opinion letter. The IRS will only grant pre-approval for certain types of plan language. In the past, pre-approved plans often only had limited options, but today the IRS will pre-approve most common features, so there are very robust pre-approved plan documents available. There are two general categories of pre-approved plan documents: prototype documents and volume submitter documents. An individually designed document is a plan document which has not been pre-approved by the IRS. Most individually designed documents are prepared by ERISA attorneys to accommodate plan language or plan types that cannot be handled on a pre-approved document. For example, the IRS does not pre-approve plan language for ESOPs or cash balance plans. These plans always need an individually designed document. Individually designed documents do not have the benefit of relying on a plan document sponsor's opinion letter, so employers who use individually designed documents commonly apply for IRS determination letters.

Knowing the plan document type is important for two reasons:

- First, pre-approved plans are generally restated every six years according to deadlines that apply for all pre-approved plans. The last restatement deadline for pre-approved 401(k) plans was April 30, 2010. Individually designed plans are required to be restated every five years based on the plan's cycle. A plan's cycle generally depends on the last digit of employer's employer identification number. So, knowing the type of plan document is necessary to determine the plan's restatement deadlines. Second, pre-approved plan document sponsors may sometimes adopt IRS-required amendments on behalf of employers. So, it may not be necessary for an employer to sign every single interim amendment. However, employers using individually designed plan documents must adopt every single amendment.

Read more articles in this series in prior newsletters:

- [IRS Resources for Your 401\(k\) Plan](#) - September
- [Understanding EPCRS](#) - October
- [Problem #1: Failure to Maintain the Plan Document](#) - November



Holiday Bash

By Dirk Blankenship

The Annual HAHU Holiday Bash at Maggiano's was a huge success. More than 100 members and guests enjoyed the holiday spirit with great food, drinks, music, prizes and conversation. This special event was made possible because of our great sponsors. Please let our sponsors know how much we appreciate them!

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 Transamerica Employee Benefits



and



We thank all of you for your generosity and support.



2012 Golf Tournament Coming in April

by Craig Splawn



It is time to start thinking about becoming involved in this year's annual golf tournament. We have contracted with Sweetwater Country Club to be the course for this year's event and are very excited about the opportunity to have a day of fun with our carriers, vendors, clients, and friends, while at the same time raising money for our chosen charity. As most of you know, we traditionally donate a portion of the proceeds to fund scholarships and this past year donated to the Dennis W. Holder Scholarship Fund. We would like to get your suggestions for a charity that you feel would be a good choice for our support this year. You may send these suggestions to craig@lonestarhp.com or crystal@hoffmanig.com.

Please put on your thinking caps and decide how you would like to support our scholarship funds, HAHU, and all that it participates in and supports on the local, state, and national levels. We are actively seeking volunteers to help with the event and, of course, asking for sponsorships and participation.

We look forward to your participation!



**2012 GOLF TOURNAMENT REGISTRATION FORM****APRIL 23, 2012 @ SWEETWATER COUNTRY CLUB**

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OR REGISTER ONLINE WWW.HAHU.ORG

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Checks can be made payable to Houston Association of Health Underwriters
Mail checks with registration form to HAHU, PO Box 31475, Houston, TX 77231



YES! YOU CAN COUNT ON ME TO VOLUNTEER!!

2012 HAHU GOLF TOURNAMENT
APRIL 23, 2012 @ SWEETWATER COUNTRY CLUB
(details at www.hahu.org)

(PLEASE PRINT)

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EMAIL _____

The following time works best for me (check one):
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I can help with: Registration _____ Cart Driver _____
Putting Contest _____ Goodie Bag Stuffer _____ Lunch _____
Dinner & Awards _____ Tee Box/Hole Monitor _____
Gathering items for silent auction _____
(auction items must be collected by April 9, 2012)

"Lunch & dinner is provided to all volunteers"

Fax or Email this form to:

Crystal Hoffman: crystal@hoffmanig.com

281-491-6565 (office)

281-277-6565 (fax)

OR

Tom Cottar: tcottar@comcast.net

281-427-9150 (office)

281-428-1810 (fax)



HOUSTON ASSOCIATION OF HEALTH UNDERWRITERS

2012 GOLF TOURNAMENT

APRIL 23, 2012

SWEETWATER COUNTRY CLUB

SPONSORSHIP LEVELS

(donations for auction items are also appreciated)

A) Tournament Event Partner: \$2,000

2 4-somes, 2 hole sponsors, 1 month luncheon sponsor, 4 cart sponsors, 8 drink tickets, 8 raffle tickets, 1 full page ad in HAHU Herald, recognition as Event Partner on tournament signage.

B) Platinum Sponsor: \$1,500

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C) Gold Sponsor: \$750

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D) Silver Sponsor: \$650

1 4-some, 1 hole sponsor

E) Dinner Sponsor: \$1,200

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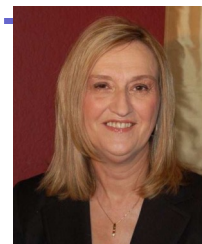
M) Drink Tickets: \$4/alcohol - \$2/non-alcohol

N) Raffle Tickets: \$5/ticket

O) Mulligans: \$10 *(maximum 3/person)*

Education

by Stacey Bevil



Gail Yantis

CE for January Luncheon:

Term Life Insurance 101

Course Number: 80439

Provider Number: 32361

Instructor: Gail Yantis, FLMI, CLTC, Central Region Vice President, Sales, BBA Life Brokerage

Gail has been in the life insurance industry for almost 14 years. Prior to joining BBA Life Brokerage, she was an internal marketer for another brokerage agency and spent 10+ years with Prudential. She began her insurance career in life management and was promoted to expand a nationwide program at Prudential, rising to the Director level. She was responsible for working with local agencies to open Prudential life offices in cities of less than 50,000 that led with property and casualty products. The last four years of her Prudential career, she was the trainer for a local Prudential corporate office. She then went into the independent brokerage channel spending three (3) years with another brokerage agency working with P&C agents to develop their life, annuity, LTC and DI business. She has worked extensively on large cases, underwriting, and business situations. Gail continues to enjoy learning and expanding her knowledge base. She has both a life and property & casualty license. She has completed the Certified Long Term Care Consultant (CLTC) training program and has earned her FLMI designation. She is actively involved in local government and has served as both an elected and appointed city official. Outside of Gail's professional pursuits, she spends most of her time traveling with her husband, children and grandchildren. In her spare time she loves anything on or in the water and watching her grandchildren play sports. Gail enjoys working with producers to help them find the products and processes that are most suitable for their clients. She is a firm believer in relationships and works hard to develop and maintain them.

Association CE Credit

Many agents may not know that up to four hours of continuing education credit can be earned by an agent who is an active member of a state or national insurance association. For information about how the credit can be earned, you can review Chapter 4004.0535 of the Texas Insurance Code and §19.1011 and new §19.1020 of the Texas Administrative Code. The form can be found at:
<http://www.tdi.texas.gov/forms/lhllicensing/LHL617reqassocc.pdf>

REMINDER:

You must have your Agent License Number and Renewal Date to receive credit for CE. Please carry your license or at least place your number and renewal date in your cell phone so you can retrieve it. **NO number and renewal date, NO CE Credit!** We will not look up your number for you!

****Check Sircon.com regularly for info on your CE credits. Allow 4-6 weeks after the class for the information to be posted.**



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Current members of state or national insurance associations may claim credit for reviewing educational materials from the state or national insurance association or attendance at presentations of the state or national insurance association.

Up to two hours may be claimed for reviewing educational materials. Up to four hours may be claimed for attendance at presentations. The content must be insurance or insurance-related.

A maximum of four hours total may be claimed once per licensing cycle. The hours claimed, no matter how earned, count toward the licensee's required Continuing Education as Self-Study credit.

Texas Association C.E. credit requested by: _____
PRINT CLEARLY PLEASE (Licensee Name)

(City) (State) (Zip Code)

(Licensee's Telephone Number) (TDI License Number)

(Licensee's E-mail Address)

Current member of: _____

Holder of National Professional Designation: _____

Publications reviewed or educational presentations attended (Please be specific. May continue on another page)	Reviewing/Attending Hours	Date
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I affirm that I hold the above National Designation or am a member in good standing of the above state or national association and have completed at least the hours claimed in the named activities.

Signature of License Holder Date



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P.O. Box 31475 Houston, TX 77231
713.520.5720 Fax 713.583.2858
www.HAHU.org



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Capitol Conference & Texas Legislative Day

By Lonnie Kiene

Several members of HAHU will be attending Capitol Conference in Washington D.C. the end of this month. See next month's newsletter for a report.

On February 2nd, TAHU will hold its 18th annual Legislative Day at the Sheraton Austin at the Capitol. You will hear up to the minute updates on issues affecting you, your business and your clients. All members are welcome to attend. As in past years, HAHU will assist with registration costs. Please see TAHU.org to register.

CLASSIFIEDS

HAHU posts – at no charge to members – job opportunities for our members on the HAHU website, www.hahu.org. Under 'Resources,' click on "Classifieds." Ads are initially run for three weeks, but can be extended, so the ads should be current. We hope that all members needing employees will post their ads here, knowing that the applicants, as HAHU members, will be the cream of the crop. And members looking for a new position don't have to rely on word of mouth or Internet postings, local newspaper classifieds, etc. Check it out!

Member FYI

Bill Tarver, long time HAHU member, passed away over the holidays after a prolonged illness.

PatLee Womack, widow of another long time HAHU member, Chuck Womack, also passed away over the holidays.

If you know of any life events relating to HAHU members or their families, please contact Kathi Sandler at ksandler@hahu.org. This would include births, deaths, engagements, weddings, etc.

Houston Association of Health Underwriters Membership Application



Last Name	First Name	Designation	
Company	Title	Referral/Sponsor	
Mailing Street Address	City	State	Zip
Telephone	Fax	** Work E-Mail Address	
Home Street Address (for legislative purposes)	City	State	Zip

Committees I'd like to help on:

☐ Membership	☐ Special Events	☐ Newsletter	☐ Sponsors
☐ Education Events (CE)	☐ Legislation	☐ Anywhere I can be useful	

Dues:

Monthly - Bank Draft or CC Charge	or	Single Payment
\$36.25		\$435.00

Form of Payment:

Amount: _____

☐ Monthly Draft (please select one) ☐ Checking Account ☐ Credit Card
☐ Check (payable to NAHU)
☐ Annual Credit Card (please select one) ☐ Visa ☐ MasterCard ☐ Am Ex ☐ Discover

Bank Draft/Credit Card Authorization Form:

I (we) hereby authorize NAHU to initiate debit entries to my (our) account as indicated.

- Monthly debits will equal one-twelfth of any current applicable national, state or local dues.
- (Please include a voided check from the account to be drafted, or write credit card number below)

Name (as it appears on the check or credit card)		Routing Number	Bank Account Number
Credit Card Number	Exp. Date	Security Code	Signature

Send To: HAHU P.O. Box 31475 Houston, TX 77231
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