

*RIO GRANDE ASSOCIATION OF HEALTH UNDERWRITERS*

# HEALTH ISSUES

*“New Mexico’s Benefit Specialists”*

Vol 1, Issue 2

August 3, 2007

PO Box 92965, Albuquerque, NM 87199-2965

Websites: Rio Grande Association of Health Underwriters: [www.rgahu.org](http://www.rgahu.org)  
New Mexico State Association of Health Underwriters: [www.nmsahu.org](http://www.nmsahu.org)  
Region VII of NAHU: [www.nahuregion7.org](http://www.nahuregion7.org)  
National Association of Health Underwriters: [www.nahu.org](http://www.nahu.org)

## AUGUST BREAKFAST MEETING

2 Hours of Continuing Education

### The Impact of Wellness Programs on Premium Rates

Speaker - James Campbell, President – Wellness Improvement Experts

7:30am to 10:00am

Thursday, August 9, 2007

Sheraton Uptown, NE Corner of Louisiana & Menaul, ABQ

Please note change to Thursday

### *RGAHU President Message...Cecilia Webb*

A big "thank you" to all who were able to attend our July CE Breakfast! I am so excited to serve you the next few months and look forward to having an opportunity to get to know you better. The RGAHU Board members are very enthusiastic and without you, we would not be able to succeed. The speakers and topics that we have yet to come are so interesting and our feeling is that you, too, will feel the value of the meetings. The CEs are a part, but more than that is the information that you will be able to take with you and use in your business.

### *Membership Report...Julia Moore*

RGAHU held a two-hour breakfast meeting on July 12, 2007 at the Uptown Sheraton Hotel. Approximately fifty-four members and non-members attended this early morning meeting. The CE course provided recertification with the New Mexico Health Insurance Alliance. Members paid a fee that covered one member fee and one non-NAHU guest agent fee. Ten guest agents attended the CE breakfast for free!

Thank you, members, for being so responsive to a recruiting opportunity by bringing a guest agent to breakfast. The Membership Committee will be conducting follow up contacts with those guest agents. Katha Burke, guest agent of Joan Rutherford, came all the way from Clovis, NM. I can assure you that she will be back but as a member!! Please mark your date planners for the second Thursday of every month to attend CE breakfasts through the year and take advantage of recruiting opportunities by just bringing one guest agent each time.

During the months of June and July, three new members joined our association:

Sean Barrett	Lincoln Financial Group	Sponsor: Julia Moore
Linda Sparacino-Swift	Independent	Sponsor: Kim Polyard
Stephen Sauter	Sauter & Associates	Sponsor: Lori Flint

Please take time to meet these new members at our next event and make them feel welcome.

The RGAHU Membership Committee is organizing and proceeding with strategic plans to increase membership this coming year. Membership Committee members are: Julia Moore (RGAHU Membership Chair), Jessica Brand (RGAHU Retention Chair), Sue Bisbee (State Membership Chair), Kim Polyard and Barbara Lardner (New Member Facilitators)

Remember that RGAHU membership applications are always available at the RGAHU breakfast registration desk or ready for download from the RGAHU website at [www.RGAHU.org](http://www.RGAHU.org). The lifeblood of our association – is all its members. If every member recruits one new member, our chapter size will double. We need **your** help!

### ***AWARDS Report...Bernadette Mares***

#### **NMSAHU wins the Landmark Award!**

As you all have heard, this year **NMSAHU** was awarded the Landmark award again for the third year in a row. The Landmark Award honors State Chapters for outstanding achievements and excellence in serving their members and the industry. A special thanks to all the board members and our members who work so hard to make this happen.

**New Mexico** has won awards consistently at the Annual Convention since 1998. Please see the awards that have been won in the list below.

## **Award Year/Recipient**

**Merit 1998** / Eva Jean Fomalont

**Landmark 1999** / NMSAHU

**Distinguished Service 2000** / Eva Jean Fomalont

**Landmark 2000** / NMSAHU

**Landmark 2001** / NMSAHU

**Distinguished Service 2003** / Julia Moore

**State Legislative Achievement 2003** / Anne Sperling

**Landmark 2004** / NMSAHU

**Landmark 2005** / NMSAHU

**Distinguished Service 2005** / Anne Sperling

**Landmark 2006** / NMSAHU



Bernadette Mares receives the Pat Miller Award



Anne Sperling, Region VII RVP, receives the Eva J. Fomalont Award

### ***REGION VII Special Report...Alberta Priest***

During the National Convention held in Denver in June, Anne Sperling was elected by Region VII delegates as the new Region VII Vice-President. Anne has served our state as State President, NNMAHU President and State and Local Legislative Chairperson, as well as Region VII Legislative Chairperson for the past two years. Anne, you have our sincere congratulations and full support during your tenure as Region VII Vice-President. Thank you for your dedication to NAHU and the work you have done on behalf of our industry and our state.

# RGAHU BREAKFAST REGISTRATION FORM

**WHEN:** Thursday, August 9, 2007  
**WHERE:** Sheraton Uptown, on the corner of Louisiana and Menaul in Albuquerque.  
**TIME:** 7:30 AM to 10:00 AM  
**COST:** Member \$25.00    Non-Member \$35    Non-Member Guests \$15  
**CE:** 2  
**TITLE:** THE IMPACT OF WELLNESS PROGRAMS ON PREMIUM RATES  
**SPEAKER:** James Campbell, President – Wellness Improvement Experts

**Phone, fax, e-mail or mail reservations by Monday, August 6, 2007**

Send to: Alberta Priest, Education Chairperson – Phone: 243-2601 or 1-888-598-8795; Fax: (505) 243-5109; Email: [ampcinc@aol.com](mailto:ampcinc@aol.com). Mark envelope: **“RGAHU BREAKFAST”**, PO Box 3753, Albuquerque, NM 87190-3753.

**NAME:** \_\_\_\_\_ **COMPANY:** \_\_\_\_\_

**ADDRESS:** \_\_\_\_\_ **City:** \_\_\_\_\_ **Zip:** \_\_\_\_\_

**PHONE:** \_\_\_\_\_ **FAX** \_\_\_\_\_ **EMAIL** \_\_\_\_\_

**If you would like to bring a non-NAHU Agent Guest, please provide information below. The charge for non-member guests is \$15.**

**I AM BRINGING THE FOLLOWING GUEST(S) :**

<i>Guest</i>	<i>Company</i>	<i>Price</i>
1		\$15
2		\$15
3		\$15

**Total amount enclosed:** \$ \_\_\_\_\_

*We want to thank you for attending the July Breakfast. We appreciate your participation and look forward to offering you a great year of Educational topics.*

*If you have a subject you would like to see covered, please contact any of the RGAHU Board Members.*

**Thanks again**

**See you there!**

# NNMAHU PAGE

## *Northern New Mexico President Message...Marcie Abeyta*

The first meeting of NNMAHU was held at the offices of HUB INTERNATIONAL on July 24<sup>th</sup>. Attending were President, Marcie Abeyta; Past-President and President-Elect, Danine Baca; Secretary/Treasurer, Rita Ribas and her son, Jason.

Alberta Priest, Region VII Education Chair, gave the attendees an overview of the Strategic Planning Meeting held on July 13, since none of the board was able to attend.

Items discussed were 1. Frequency of Board meetings, 2. Preparations for CE presentations during the year, 3. NAHU Membership dues increase, 4. Increasing membership in the Chapter, 5. Region VII/VIII Conference coming up in August, 6. Day on the Hill in February, 2008.

The first CE presentation will be an afternoon meeting to be held on Thursday, September 6, 2007. The program will be "The Recertification of Agents", presented by Mary Richman of the NMHIA. In addition, there will be the induction of the new 2007-08 Board of Directors for NNMAHU.

**If you were unable to attend the RGAHU Breakfast Meeting on July 19<sup>th</sup>, this will be your opportunity to attend the program and do a little Santa Fe shopping on the same day.**

The Registration Form is on the next page and following that, a new Membership Application for Northern New Mexico Association of Health Underwriters. If you would like to join NNMAHU, please complete the Application and mail it to the address on the Application. Any questions, call Marcie Abeyta, President, at: 505-992-1861.

## **2007-08 BOARD MEMBERS**

Position	Name	E-mail Address	Phone
President	Marcie Abeyta	<a href="mailto:Marcie.abeyta@hubinternational.com">Marcie.abeyta@hubinternational.com</a>	505-992-1861
President-Elect	Danine Baca	<a href="mailto:danine@cybermesa.com">danine@cybermesa.com</a>	505-983-9646
Past President	Danine Baca	<a href="mailto:danine@cybermesa.com">danine@cybermesa.com</a>	505-983-9646
Secretary/Treasurer	Rita Ribas	<a href="mailto:ritamribas@msn.com">ritamribas@msn.com</a>	505-424-3792
Operations Chair	Ronald Pomeroy	<a href="mailto:pomeroy@cybermesa.com">pomeroy@cybermesa.com</a>	505-753-7422
Membership Chair	Mikeline Rodgers	<a href="mailto:mikerodgers@bluechipsantafe.com">mikerodgers@bluechipsantafe.com</a>	505-988-4425
Public Relations Chair	Patricia Kuntz	<a href="mailto:aspeninspartltd@aol.com">aspeninspartltd@aol.com</a>	505-992-8884
Awards Chair	Vacant		
Education Chair	Philbert Garcia	<a href="mailto:phil@silasgarcia.com">phil@silasgarcia.com</a>	505-982-9863
Legislation Chair	Vacant		

**A SINCERE THANK YOU TO THE BOARD MEMBERS WHO HAVE ACCEPTED THE POSITIONS FOR THE 2007-08 YEAR.**

*"I don't know what your destiny will be, but one thing I do know...The ones amongst you who are really happy are those who have sought and found how to serve. "*

*- Dr. Albert Schweitzer*

# NNMAHU CE REGISTRATION FORM

**WHEN:** Thursday, September 6, 2007

**WHERE:** Sage Inn, in Santa Fe, NM on Cerrillos Road

**TIME:** 1:15 PM to 3:30 PM

**COST:** Member \$25.00 Non-Member \$35

**CE:** 2

**TITLE:** RECERTIFICATION OF AGENTS - NMHIA 2 Hours

**SPEAKER:** Mary Richman, NMHIA

**Phone, fax, e-mail or mail reservations by Monday, September 3, 07**

**Send to:** Marcie Abeyta, President – Phone: 505-992-1861; Fax: (505) 982-1359;  
**Email:** [marcie.abeyta@hubinternational.com](mailto:marcie.abeyta@hubinternational.com). **Mail envelope:** “NNMAHU Breakfast”,  
2823 Vereda Oriente, Santa Fe, NM 87507-9233.

**NAME:** \_\_\_\_\_ **COMPANY:** \_\_\_\_\_

**ADDRESS:** \_\_\_\_\_ **City:** \_\_\_\_\_ **Zip:** \_\_\_\_\_

**PHONE:** \_\_\_\_\_ **FAX** \_\_\_\_\_ **EMAIL** \_\_\_\_\_

**Total amount enclosed:** \$ \_\_\_\_\_

*We appreciate your participation and look forward to offering you a great year of Educational topics.  
If you have a subject you would like to see covered, please contact any of the NNMAHU Board Members.*



## NORTHERN NEW MEXICO ASSOCIATION OF HEALTH UNDERWRITERS

NNMAHU *provides* the opportunity to meet agents and carrier representatives from within our industry.  
 NNMAHU *promotes* excellence through education of their members through continuing education seminars and symposiums.

NNMAHU *keeps members updated* on legislative changes and challenges that affect our industry on a regular basis.

NNMAHU *is associated nationally* with the National Association of Health Underwriters (NAHU) and meets annually at the Capitol Conference to influence legislators and hear from opinion leaders. You will also begin receiving the Health Insurance Underwriter Magazine, the official publication of NAHU, that provides information on marketing strategies, new products and legislative issues affecting our industry.

NNMAHU *is committed* to securing the future of the free market system of health insurance, our jobs.

NNMAHU *advocates* fair and ethical industry practices.

### NNMAHU/NAHU MEMBERSHIP APPLICATION

**Yes, I want to become a member of NNMAHU/NAHU. Send application and payment to: Northern New Mexico Association of Health Underwriters, P.O. Box 5353, Santa Fe, NM 87502-5353. If you have questions, contact President, Danine Baca, RHU, REBC at 505-983-9646.**

Last Name	First Name	Designation	
Company	Title		
Business Address	City	State	Zip
Telephone	Fax	E-Mail	
Sponsor Name			

**Please choose your form of payment:**

**One Lump Payment**

Check (made payable to NAHU)    Visa                      MasterCard                      AmEx                      Discover

**Or Pay in 12 Monthly Installments                      Bank Draft / Credit Card Authorization**

Check (attach copy of voided check) (1/12 of dues will be drafted on the 2<sup>nd</sup> of each month)

    Visa                      MasterCard                      AmEx                      Discover                      (1/12 of total dues will be charged each month)

hereby authorize NAHU to initiate debit entries to my account indicated. Monthly debits will equal one-twelfth of any current applicable national, state and local dues.

Name (as it appears on the check or credit card)	Signature
Account Number (credit card only)	Expiration Date

Fees:	NAHU Dues	\$145.00
	NMSAHU Dues	\$ 15.00
	NNMAHU Dues	<u>\$ 15.00</u>
Total Dues		<u>\$175.00</u>

**NNMAHU invites you to be an active member. Please indicate the area(s) of membership that interest you:**

<input type="checkbox"/> Legislative	<input type="checkbox"/> Media Relations	<input type="checkbox"/> Education	<input type="checkbox"/> Technology
<input type="checkbox"/> Membership	<input type="checkbox"/> PAC (Political Action Committee)	<input type="checkbox"/> Awards	<input type="checkbox"/> Community Service

*Region VII News... Anne Sperling, RVP*

## **LAST CHANCE TO REGISTER**

### **National Association of Health Underwriters**

**Combined Region VII & VIII Leadership Conference**  
*Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana,  
Nevada, New Mexico, Oregon, Utah, Washington & Wyoming*

**August 16 - 18, 2007**

**WHERE:** Gold Coast Hotel & Casino 4000 W. Flamingo Road Las Vegas, Nevada 89103  
Hotel Phone: (800) 331-5334

**WHEN:** Thursday, August 16th @ 6:30 pm through Saturday, August 18th @ 1:30 pm

**WHO:** All Leaders and Members of State and Local Chapters of NAHU Region VII & VIII Are Invited To Attend This Annual Event.

**WHAT:** Get updated information on leading or participating in your state or local chapter including combined Region VII & VIII general sessions and additional breakout sessions by subject and specialty.

Speakers on various topics including comments from NAHU President Beth Ashmore, NAHU President-Elect Scott Leavitt and NAHU Executive Vice President & CEO Janet Trautwein. Special guests include NAHU veterans Bynum R. Tuttle, Jr. and Robert C. Tretter, CLU, ChFC, RHU.

National and regional AHU leadership will speak to issues of leadership skills, development and training, strategic planning, association management, membership and retention. Breakout sessions will be held in the areas of legislation, PAC and public affairs, membership and retention, chapter development, communications, awards, programs and education.

There will also be ample time to visit with exhibitors-sponsors throughout the entire event.

All conference attendees are invited to attend a welcome reception on Thursday, August 16th at 6:30 pm. An optional social event will take place on Friday night hosted by the Clark County AHU. Additional information on both events will follow shortly. Please visit [www.nahu.org](http://www.nahu.org) regularly for more information.

**LODGING:** The Gold Coast Hotel & Casino has guaranteed a block of rooms for attendees at the price of \$59 weeknights; \$104 Friday/Saturday. Call the Gold Coast and tell them that you are with the National Association of Health Underwriters and will be attending the Region VII & VIII Leadership Conference.

**SPONSORS:** If you are interested in being one of our meeting sponsors or an exhibitor for this event, please contact Rebecca Purdy at (702) 557-1123, or visit [www.nahu.org](http://www.nahu.org). Click on the meetings tab and scroll down to the Region VII & VIII leadership conference for more information.

**QUESTIONS:** If you have any other questions about this event, please contact:  
Anne Sperling, NAHU Region VII Vice President at (505) xxx-xxxx or  
Bruce Benton, NAHU Region VIII Vice President at (818) 884-0366.

\*\*\*\*\*

Last year the Region VII Conference was held here in Albuquerque. For those of you who attended and shared the information and fun, you have an idea of what this upcoming event will be like. If you did not have opportunity to make the Conference last year, don't miss this one!

National Association of Health Underwriters  
Combined Region VII & VIII Leadership Conference  
*Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana,  
Nevada, New Mexico, Oregon, Utah, Washington & Wyoming*

August 16<sup>th</sup> and 18<sup>th</sup>, 2007



4000 W. Flamingo Road, Las Vegas, Nevada 89103 • (800) 331-5334

**2007 Attendee Registration Form**

Please complete and mail or fax this form to:

Bruce D. Benton, NAHU Region VIII Vice President  
19528 Ventura Boulevard, #596, Tarzana, CA 91356

Phone: (818) 884-0366 • Fax: (818) 884-0388 • E-Mail: [bruce@smithbenton.com](mailto:bruce@smithbenton.com)

**REGISTRATION** *(Please print clearly)*

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Phone Number: \_\_\_\_\_ Email: \_\_\_\_\_

Chapter Representing: \_\_\_\_\_

Chapter Position: \_\_\_\_\_

**PAYMENT**

**Registration Fee - \$75.00 per person (Prior to August 1<sup>st</sup>), \$85.00 (After August 1<sup>st</sup>)**

Paid by:

\_\_\_\_\_ Check (made payable to NAHU) *mail with registration form*

\_\_\_\_\_ Credit Card: Visa/MasterCard/American Express/Discover (Circle one)

Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Name as it appears on Card: \_\_\_\_\_

Billing Address: \_\_\_\_\_

Signature: \_\_\_\_\_ 3 Digit V-code: \_\_\_\_\_

Date Signed: \_\_\_\_\_ Amount to charge: \$ \_\_\_\_\_

**For hotel reservations, please contact The Gold Coast Las Vegas directly at 1-800-331-5334  
NAHU has a block of rooms at the rate of \$59 weeknights; \$104 Friday/Saturday.  
Mention NAHU Region VII & VIII when making reservations.**