

HEALTH ISSUES

“New Mexico’s Benefit Specialists”

Vol 1, Issue 8

February 5, 2008

PO Box 92965, Albuquerque, NM 87199-2965

Websites: Rio Grande Association of Health Underwriters: www.rgahu.org
New Mexico State Association of Health Underwriters: www.nmsahu.org
Region VII of NAHU: www.nahuregion7.org
National Association of Health Underwriters: www.nahu.org

FEBRUARY BREAKFAST MEETING

Employer Assistance Programs – Interaction with Health Benefits

Speaker – Steve Nuanez, M.S.W., L.I.S.W., CEO of OUTCOMES, INC.

7:30am to 10:00am

Thursday, February 14, 2008

RADISSON HOTEL, I-40 & Carlisle

Albuquerque, NM

NOTE NEW LOCATION

[See Registration Form at end of Newsletter](#)

RGAHU President Message...Cecilia Webb

Greetings:

We have entered a new year! Health Care is within the top three concerns of every Presidential Candidate and drawing more and more attention as the days go by. Each of you is coming forth with support and inquiring as to what you can do on a united effort to preserve our expertise and we are getting stronger. For those who are idly waiting to see what happens, I recommend you become involved. The names are out there, the faces are present, and we are adding to our strength in front of the Legislators. Let's be seen and heard more loudly!

The Rio Grande Association of Health Underwriters is working diligently to continue bringing you updates at our monthly breakfasts. We are moving to the Radisson Hotel and Conference Center (Carlisle @ I-40) due to renovation of the previous hotel, and I ask that you mark your calendar and plan to attend the 7:30 breakfast meetings:

Feb 14th;

Mar 13th;

Apr 10th;

Jun 12th;

and the all day Seminar May 8th.

You may register online under the website: www.rgahu.org, or you may contact the Education Chair, Alberta Priest, at 243-2601. The National Convention of NAHU will be held in San Diego, June 29-Jul 2. Any NAHU Member can attend the National Convention! For more information, go to www.nahu.org.

RGAHU, NNMAHU, and SAHU Board members are traveling to Washington this week for the Capitol Hill visit, taking your concerns to higher powers and bringing information back.

NNMAHU President Message...Marcie Abeyta

Northern New Mexico in coordination with NAIFA hosted the annual "Day on the Hill" on Thursday, January 30. Guests included Mo Chavez, Superintendent of Insurance, Senator Carroll Leavell, Senator Timothy Jennings, Representative Dan Foley, Senator Sue Wilson-Beffort, our own Regional Vice President, Anne Sperling and Terry Linton. Each was given time to discuss the Legislative Issues that we will be working through this session. The event was very well attended. A Big Thank You to Terry Linton and the Legislative Committee for all their efforts.

AWARDS Report...Bernadette Mares

Since a good number of our members are in Washington, D.C. at the Capitol Conference this week, it is an excellent time to review the Awards connected with Legislative activity:

2008 NAHU LEGISLATIVE ACHIEVEMENT AWARD

The Legislative Achievement Award recognizes members who have performed special service in state legislative affairs during a single association year or over an extended period of time. This honor is presented to members making significant contributions and performing outstanding service in connection with state legislative matters by developing and implementing methods to strengthen and improve NAHU's stance in the industry. Nominees should reflect the NAHU vision and values as continually demonstrated in their outstanding legislative contributions to their respective states. A maximum of 5 awards will be given each year. Because this award recognizes outstanding service over an extended period of time, a member who has been awarded a Legislative Achievement Award within the last five years is ineligible.

2008 NAHU LEGISLATIVE EXCELLENCE AWARD

The Legislative Excellence Award honors state and local chapters that excel in legislative involvement by performing outstanding service during the period April 1, 2007 through March 31, 2008. The State Chapter Award is based on State Chapter activity. The Local Chapter Award is based on Local Chapter activity. A total of four legislative excellence awards will be presented. One award for state chapters with over 300 members, one award to a state chapter with 300 or less members, one award to a local chapter with over 126 members, and one award to a local chapter with 126 or less members. The April 2008 Membership Count Report determines the size category of your chapter for this award period. (Monthly membership reports are posted on NAHU's website: www.nahu.org, in the Member's Area, Awards section, under Membership Reports & Competition).

2008 NAHU "SPIRIT OF FREEDOM" LEGISLATIVE AWARD

The Spirit of Freedom Award recognizes members who have performed outstanding service and made significant contributions of time and effort in **State and Federal Legislative** work. One award may be presented to a member who displays an aggressive leadership role by building relationships with legislators that directly impact public policy; by actively taking our message to key media outlets; and by developing strong grassroots initiatives. In no instance will more than one award be given in a year. It is possible that this award may not be given every year. In years that a member does not meet the criteria or where no applications are received, no award will be given.

REGION 7 EDUCATION REPORT...Alberta Priest

During the past 6 months or so, we have provided the members of Region 7, with

1. Power Point Programs such as "Ethics" and Health Insurance 101
2. New Wellness, LTC and CDHC Certification Courses
3. Web Seminars every month
4. CDs of programs presented on the Web
5. Increased the number of National Speakers and topics

Nationally, there is now a class for RHU being offered beginning January 31 to everyone, through NAHU and American College on the internet.

For the future, work is being done on an Expo guidebook, which will help you plan all day seminars and/or sales congresses. This should be ready by spring or early summer. Broker 2 Broker has added an educational B2B primarily for Education Chairs.

We are planning a full day of Education Classes at the National Convention and will want to work with the State Chairs who want the classes eligible for their state CEs. As always, we want to help you keep informed and educated on the latest in the insurance industry. Please contact us with suggestions and comments.



**The view from
the top is great.**

**So are the benefits
of being there.**

The Leading Producers Round Table

The best of the best. That's what the Leading Producers Round Table (LPRT) is for America's benefit specialists. It's where the nation's best performers in the business get recognized for their leadership and rewarded for their accomplishments ... with tools and benefits that will help keep them at the top of their game.

Only members of the National Association of Health Underwriters (NAHU) can qualify. So, if you like the view from the top, visit us online for more information about the privileges and rewards of being an LPRT member.



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

Up Front

The Truth About Politics

by Janet Trautwein
February 2008

In just a few days hundreds of NAHU members from across the country will storm Capitol Hill as a part of our annual Capitol Conference. During the three-day conference, attendees and their elected representatives on The Hill will be presented with many different ideas -- new ones for health insurance reform (both good and bad) and fresh political information that will be critically important in shaping the final outcome of events in 2008 and beyond.

The merging of good policy and politics is often hard to understand. Sometimes it seems that people in Washington, DC, do things for all the wrong reasons. Regardless of how clear the "right" idea may appear, it may appear that these ideas are discarded in favor of the politically expedient.

The fact is that most decisions made in our nation's capital will always be a mixture of politics and policy. This is largely because different political factions have such different ideas over what the right solution is; for this reason, it often appears that the compromise finally reached is so watered down as to do no good at all.

In fact, these compromises do sometimes dilute what may have been the best solution. But there are many that end up helping consumers without destroying the whole system in the process, such as HIPAA and COBRA, for example. And, while imperfect, Medicare Part D and Medicare Advantage were born of political compromise.

People often equate politics with the largest donors having the most influence. While it is important to make political contributions to get the best people elected to office, the truth about politics is that, in this country, no one group can buy their own future, no matter how much money they have to give. Political ideas, in fact, come from different ideologies, which are really proposals by each group about the way they think a certain area, such as health care, should be handled in our country. Policy recommendations are simply ideas for new or better ways to help the largest number of people in a certain area.

The line between politics and policy is extremely blurred. In the end, political ideas have little to do with the big dollars, and everything to do with basic principles like the role of government and the basic rights of people. These basic principles are embraced very differently by different people, and the politics we observe have everything to do with those big differences, even if the subject in question relates to a much smaller area.

As frustrating as it often is, these political compromises are what make our country unique. No one idea perceived as "good" by any one group is likely to prevail. Rather, the melting pot we call America makes the final outcome -- one that will hopefully be acceptable to all.

We have an opportunity to let our voice be heard, and it is up to each of us to be sure that happens. The fact is that each of us can make a difference, and we can lend our experience to the discussion over what the ultimate outcome will be. It is important to remember this is not only our right as Americans, but also our responsibility.

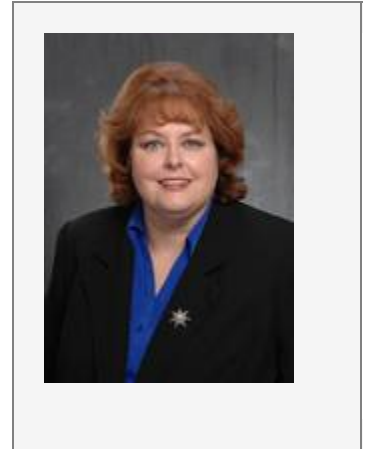
I look forward to seeing many of you at this year's Capitol Conference. Whether you attend or not, remember to share your ideas and what you know with those who are elected to public office.

Janet

RGAHU BREAKFAST SPEAKER:

STEVE NUANEZ, M.S.W., L.I.S.W., CEO OF OUTCOMES, INC

Steve Nuanez is the Chief Executive Officer of Outcomes, Inc. Outcomes, Inc. is a local non-profit that provides a number of services, including an Employee Assistance Program which covers 14,000 employees statewide. Steve is a Licensed Independent Social Worker. He has both clinical experience as a therapist and administrative experience managing social service programs. Steve was born and raised in Gallup, NM. He received his Bachelor's degree from the University of California, Berkeley, and his Masters in Social Work degree from Arizona State University. He lives in Albuquerque with his wife and two daughters.



RGAHU BREAKFAST REGISTRATION FORM

WHEN: Thursday, February 14, 2008
WHERE: Radisson Hotel, on Carlisle just north of I-40 in Albuquerque.
TIME: 7:30 AM to 10:00 AM
COST: Member \$25.00 Non-Member \$35 Non-Member Guests \$15
CE: 2
TITLE: Employee Assistance Programs – Interaction with Health Benefits
SPEAKER: Steve Nuanez, M.S.W., L.I.S.W, CEO of OUTCOMES, INC.

Phone, fax, e-mail or mail reservations by Monday, February 11, 2008

Send to: Alberta Priest, Education Chairperson – Phone: 243-2601 or 1-888-598-8795; Fax: (505) 243-5109; Email: 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 Breakfasts and supporting the programs presented by the NM NAHU Chapters. We appreciate your participation and look forward to continuing 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!



RGAHU Membership Application



Last Name

First Name

Designation

Company

Title

Mailing Street Address

City

State

Zip

Telephone

Fax

Work E-Mail Address

Home Street Address (for legislative purposes)

City

State

Zip

Home Phone Number

Home Email Address

Sponsor Name

Membership is on an individual basis only. Corporate membership is not available.

NAHU Dues \$195.00

NMSAHU Dues \$ 15.00

RGAHU Dues \$ 40.00

Total Dues \$250.00

Form of Payment Selected:

Total 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)

Signature

Account Number

Expiration Date

RGAHU has many opportunities for you to become involved. Please mark the box or boxes for the areas that interest you.

Legislative

Media Relations

Community Service

Membership

PAC (Political Action Committee)

Event Planning

Education

Awards

Fundraisers

Mail To: RGAHU P.O. Box 92965, Albuquerque, NM 87199-2965

If you have questions, please contact:

Cecilia Webb, RGAHU President @ 505/232-1806 or Julia Moore, Membership Chair @ 505/890-1539