

*RIO GRANDE ASSOCIATION OF HEALTH UNDERWRITERS*

# HEALTH ISSUES

*“New Mexico’s Benefit Specialists”*

Vol 1, Issue 9

March 3, 2008

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)

## **MARCH BREAKFAST MEETING**

Understanding the Legislative Health Care Proposals  
(Overview of the 2008 NM Legislative Health Care Proposals and Their  
Development)

Speaker – Anne P. Sperling, CSA, LPRT – NAHU Region 7 Vice-President  
7:30am to 10:00am

Thursday, March 13, 2008  
RADISSON HOTEL, I-40 & Carlisle  
Albuquerque, NM

***NOTE NEW LOCATION***

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

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

Our March CE Breakfast meeting is one that you will not want to miss! Anne Sperling of Daniels Insurance in Santa Fe, is our Regional Vice President of the National Association of Health Underwriters. We are very fortunate to have someone of her caliber in our association. Let's give Anne our support and attend the March meeting for the Legislative Update.

This is a good time to let it be known that you would like to serve on the board for the Rio Grande Association of Health Underwriters. The term is from July 1 thru June 30th. Additionally, you may want to consider attending the National Convention June 29th in San Diego for the added value training that you can pick up there. There is always room for someone to volunteer in the association, be it board or a committee. For more detailed information, contact me at 232-1806 or any one of the board members in Albuquerque, Santa Fe, or on the state board.

This is the last month for you to apply for LPRT - Leading Producers Round Table. Many of you qualify and if the guidelines and application are on the website, [www.nahu.org](http://www.nahu.org).

So that you are aware of what your RGAHU President is involved in elsewhere --- I have the honor of chairing an upcoming event on April 3rd at the Albuquerque Convention Center, at 6:00PM. It is the Ebony Fashion Fair, the world's largest traveling fashion show which is a fundraiser entertainment (dinner/show) event for a non-profit charity. Tickets are available by calling locally 797-8477 or toll free 866-797-NCNW

*LPRT Report....Eva Jean Fomalont*

**Subject:** A Reminder for NAHU's Leading Producers



Dear NAHU Members,

It is again time to submit your application for the [Leading Producers Round Table](#). This is a wonderful opportunity for NAHU to recognize the top producers of our organization and the industry.

From my perspective, once I achieved the level of sales that qualified me for LPRT recognition, I wanted to make sure those levels were consistently achieved. LPRT is my benchmark. I urge you to use it as well.

Be sure to complete your application by March 31. You will be recognized in HIU and at [NAHU's Annual Convention in San Diego](#) this summer. While there are great events at the annual convention, and many educational opportunities, it is really a chance for each of you to be acknowledged for your 2007 sales efforts.

LPRT is a great experience at many levels, the most important of which is the personal satisfaction of accomplishing these goals.

The more we do, the more likely we are to adjust and compete in a challenging future. [Join LPRT](#) today!

*Beth Ashmore*

NAHU President

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Ph. 703.276.0220 Fax 703.841.7797  
<http://www.nahu.org/>

**National Association of  
Health Underwriters**



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**RGAHU BREAKFAST SPEAKER:**

**ANNE P. SPERLING, CSA, LPRT - REGION 7 VICE-PRESIDENT**

Anne is the Employee Benefits Manager for Daniels Insurance, Inc. and has been since 1998. She works with employers in designing their benefit programs. She is highly trained in all benefit areas including medical, dental, life, disability, long-term care, vision, pensions, cafeteria plans, and COBRA and HIPAA compliance with 23 years of insurance experience. She has provided benefit and third party administration consulting services for union and non-union entities from 1 – 12,000 employees including the Public School Insurance Authority and the City of Santa Fe Fire Department.

# RGAHU BREAKFAST REGISTRATION FORM

**WHEN:** Thursday, March 13, 2008  
**WHERE:** Radisson Hotel, on Carlisle just north of I-40 in Albuquerque, NM  
**TIME:** 7:30 AM to 10:00 AM  
**COST:** Member \$25.00    Non-Member \$35    Non-Member Guests \$15  
**CE:** 2  
**TITLE:** UNDERSTANDING THE LEGISLATIVE HEALTH CARE PROPOSALS  
 (Overview of the 2008 NM legislative health care proposals and their development)

**SPEAKER:** Anne P. Sperling, CSA, LPRT – DANIELS INSURANCE, INC.  
 NAHU Region 7 Vice President

**Phone, fax, e-mail or mail reservations by Monday, March 10, 2008**

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 August 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!**



# 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**