

RIO GRANDE ASSOCIATION OF HEALTH UNDERWRITERS

HEALTH ISSUES

“New Mexico’s Benefit Specialists”

Vol 1, Issue 3

September 6, 2007

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

NMSAHU SEPTEMBER CE SYMPOSIUM

7 Hours of Continuing Education

7:45am to 4:30pm

Friday, September 21, 2007

Manuel Lujan Agency Meeting Room

4801 Indian School Rd., NE

See Registration Form at end of Newsletter

RGAHU President Message...Cecilia Webb

Some of the Board Members attended the Regional NAHU Meeting in Las Vegas, Nevada, and what an awesome meeting it was. Regions VII and VIII combined for a phenomenal turnout of about 300 folks. Great speakers included the NAHU CEO, Janet Trautwein, who gave us invaluable information with regard to what is happening on the legislative side in Washington; our new National President, Beth Ashmore, who motivated us to become better leaders by thinking strategically and taking action, particularly when faced with opposition. The war that we are engaged in -- fighting to keep the Private Sector in health care, thus maintaining our businesses and way of living -- who wouldn't have been encouraged after hearing her!

I would like to personally invite you to save the dates of our RGAHU Breakfast Meetings for the year: Oct 11; Nov 15 and Dec 13, 2007; Jan 12, Mar 13, Apr 10, Jun 12, 2008; All day Symposium May 8. You will receive additional information from the State AHU regarding their functions in Sept 2007 and Jan 2008, as well as the February Day on the Hill will be determined by the Northern New Mexico AHU. We are in the planning stages of a great December event and ask that you watch for upcoming details. The National Convention of NAHU will be held in San Diego, California, June 29-July 2, 2008 and it is not too early to begin making plans to attend.

Thank you for your support! The attendance for July and August meetings was incredible!

NNMAHU President Report... Marcie Abeyta

The first CE Meeting of this year was held on September 6th. Speaker, Mary Richman, gave the recertification class for the New Mexico Health Insurance Alliance. Approximately 15 members and non-members were in attendance. The program began at 1:15pm with Past National NAHU President, Eva Jean Fomalont installing the new officers for the 2007-08 year. Julia Moore, Region VII Awards Chair, explained the significance and importance of Awards and presented an Awards packet to Marcie Abeyta, President. Two new members joined the Chapter.

The next CE Meeting is being planned for December. CEs and Christmas shopping in Santa Fe! Ahhh. More information to follow. Thank you to all who attended.

Membership Report...Julia Moore

This term year is getting off to a fantastic start! Many thanks to those dedicated members who are going the extra mile to bring in new members. I am very proud to announce the following members have joined our association during the month of August:

<u>New Member</u>	<u>Company</u>	<u>Sponsor</u>
Katha Burke	Clovis Insurance Center, Inc.	Joan Rutherford
William L. Carpenter	Carpenter Insurance	Cecilia Webb
Scott DeVore	AFLAC	Bill Bateman
Lindsay Haseltine CHM	Western Assurance Corp.	Cecilia Webb
Revi M Pexa	Pexa Insurance	Julia Moore
Stephen H. Sauter	Sauter & Associates	Lori Flint
Carolyn Woodhill	Presbyterian Health Plan	Cecilia Webb

I am happy to report that since June, 2007, we have gained a total of ten new members. Let's all keep up the joint effort in recruiting even more.

A great concern voiced by NAHU is why a member allows their membership to lapse? Are their expectations not being met? Are CE courses not fulfilling their need? What can be done to keep members coming back? These concerns affect the RGAHU board, the membership committee team, and members.

State Membership Chair, Sue Bisbee and Jessica Brand, State Retention Chair, are going to make a concerted effort to reach out to members when renewals come due. Members, please provide your input, comments, and suggestions if you happen to get a personal phone call or contact. It is vital to our organization to hear from you so we can maintain an active, alert, and supporting membership.

Please plan to attend the next CE event and bring a guest agent with you. They can realize the benefits of membership right away: earn CE credits, network with fellow associates, and receive timely, up-to-date education from knowledgeable professionals in our industry.

Please remember that membership is an ongoing process for all of us. Keep the process simple.....JUST ASK!!

Awards Report....Bernadette Mares

This month we are focusing on the Media Relations Award. If you come across any articles, editorials or press releases that reference RGAHU, NNMAHU or NMSAHU please forward them to me at bmares@phs.org.

Description: The Media Relations Award honors state and local association chapters for outstanding media relations – preparation and outreach activities and results. A recommended point threshold for this award is 150 points, local chapters and 300 points for state chapters.

All state and local associations are eligible and encouraged to apply for the award. One award will be presented to a state chapter with over 250 members. One award will be presented to a state chapter with 250 or less members. One award will be presented to a local chapter with over 150 members. One award will be presented to a local chapter with 150 or less members.

Summary of Criteria:

1. Active Media Relations Committee
2. Press list of local media contacts
3. Sending press releases
4. Publication of Op-Eds and other editorials
5. Print and broadcast press hits
6. Keeping NAHU informed on press exposure
7. Educating the membership on working with the media

Education Report...compiled by Julia Moore

RGAHU CONTINUING EDUCATION BREAKFAST MEETINGS EVALUATION REPORT July 12, 2007

TOPIC: "RECERTIFICATION OF NMHIA" * SPEAKER: MARY RICHMAN

Number of completed evaluation forms: 37

1=Excellent 2=Good 3=Poor

QUESTION	1	2	3
Topic relevancy to NM insurance needs	29	8	0
Presentation format	26	11	0
Speaker's knowledge of topic	29	8	0
Speaker's ability to answer questions concisely and accurately	24	13	0
Usefulness of information presented	25	12	0

Suggestions: Time is good-food was great-change start time to 8 a.m.

Comments: good speaker (I didn't know Mary was so good)-nice power point presentation-great presentation-very good meeting-sound effects were annoying.

Future Programming: success stories-claim issues-immigration laws, documented and undocumented-Medicare-Insure NM-LTC and ancillary products under-utilized in our community-NAHU website-HRA-HSA-keeping up with NM issues-latest hot topics.

RGAHU CONTINUING EDUCATION BREAKFAST MEETINGS EVALUATION REPORT August 9, 2007

TOPIC: "THE IMPACT OF WELLNESS PROGRAMS ON PREMIUM RATES" * SPEAKER: JIM CAMPBELL

Number of completed evaluation forms: 35

1=Excellent 2=Good 3=Poor

QUESTION	1	2	3
Topic relevancy to NM insurance needs	26	9	0
Presentation format	25	7	2
Speaker's knowledge of topic	29	5	0
Speaker's ability to answer questions concisely and accurately	26	7	0
Usefulness of information presented	25	9	1

Suggestions: Breakfast meeting best-offer fruit instead of potatoes-prefer Friday-breakfast buffet would be better-everything was great-this is a great direction we're headed.

Comments: very well done, thank you!-Thank you, Jim, for the relevancy and current topic brought to our association and personally appreciated the information format and applicability of the program today-too many round table discussions, did not provide very much information on topic.

Future Programming: any continued and updated data on the impact health & wellness programs are affecting premium rates-linking wellness incentives to benefits-how to council clients-The Law, tax implications-HSA-State & Federal direction-a debate on (universal) health insurance (pro/con).

Quotes to make your day:

"Choose a job you love, and you will never have to work a day in your life." – Confucius

"You have not lived today until you have done something for someone who can never repay you." – John Bunyon

"We get to make a living; we give to make a life." – Sir Winston Churchill

Health Care in New Mexico: The Market is Changing, Are We?

New Mexico State Association of Health Underwriters will hold their annual September CE Symposium the third week of September.

In order to educate Insurance Brokers, Agents & Health Carrier Representatives, on the changing landscape of Health Care here in New Mexico and on a National Level, the New Mexico State Association of Health Underwriters is sponsoring a symposium on Issues facing all on Health Care Funding, Ethics & the Health proposals submitted to the Health Care New Mexico Committee. The agenda is as follows:

Health Security Act – Jane Blume

Key features: All New Mexico residents, except undocumented immigrants and people who have not established residency, would be provided health coverage through one plan.

New Mexico Health Choices - Celia Ameline

Key features: New Mexicans under 65 would be able to buy community-rated, guaranteed-issue benefit plans from a few pre-selected commercial carriers. Residents not covered through their employer would be given a voucher equivalent to the cost of a basic plan.

Build on the Existing System - Health & Human Services

Key features: Require all people living in New Mexico to buy commercial insurance, enroll in employer-sponsored insurance or enroll in insurance that is subsidized by the state or federal governments if they are eligible.

Health Right New Mexico - J.R. Damron, MD & Barbara I. Damron, PhD, RN

Key features: The Health Right Plan is a consumer-driven, market based universal coverage model that would create a new statewide Health Insurance Exchange. This exchange would organize a centralized system where individuals and employers could buy and sell health insurance. This model would allow personal, portable health insurance which employees could keep during periods of unemployment, part-time employment, and self-employment.

Impact on New Mexico Healthcare Delivery Systems and Economics – Jim Hinton

What impact does this have on the current delivery system here in New Mexico? Can we afford **Not** to do this?

See the following page or our website www.nmsahu.org for information and a registration form.

**Last Chance to Get
2006-2007 CEs!**



**Space is Limited
Register Now!**

New Mexico State Association of Health Under writers

September CE Symposium

Friday September 21, 2007
Manuel Lujan Agency Meeting Room
4801 Indian School Rd. NE

Course Schedule

Morning:

7:45 - 8:15

Registration

8:30 - 9:30

Ethics

9:30 - 11:30

Medicare Debate in 08: PFFS Phenomenon

11:30 - 12:00

Lunch

Afternoon:

12:30- 4:30

New Mexico Health Care Proposals (15 minute update from each panelist)
Questions (prepared & from audience)



	NAHU Member Cost	Non-member Cost	Total Enclosed
Ethics (1 CE)	_____ \$20	_____ \$30	
Medicare Debate (2 CEs)	_____ \$40	_____ \$50	
LUNCH	_____ \$20	_____ \$20	
NM Health Care Proposals (4 CEs)	_____ \$80	_____ \$100	
Or Full Day (including Lunch)	_____ \$150	_____ \$190	\$ _____

Your Name _____

Agency/Company Name _____

Mailing Address _____

E-mail Address _____

Please note if you register for this event but do not attend you will be billed.

Make Checks Payable to: NMSAHU

Mail to: P.O. Box19293, Albuquerque, NM 87119-29293

Or fax your registration to: (505) 888-2938

Call Susan or Lori with questions at (505) 884-5799

For more information check out our website at

www.nmsahu.org