



**RIO GRANDE ASSOCIATION OF HEALTH UNDERWRITERS**

**BULLETIN**

*“New Mexico’s Benefit Specialists”*

Vol 1, Issue 1

July 12, 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)

**JULY BREAKFAST MEETING**

2 Hours of Continuing Education

**Recertification of Agents for the  
New Mexico Health Insurance Alliance**

**Speaker -Mary Richman, NMHIA**

7:00am to 10:00am

Thursday, July 19, 2007

Sheraton Uptown, NE Corner of Louisiana & Menaul, ABQ

Please note change from Friday to Thursday

***Rio Grande President Message...Cecilia Webb***

I am looking forward to serving you for the next 12 months and very excited that we will closely be working together! The Health Industry is one of the hot topics with regard to Employers, Employees, Legislature, Congress and of course, in the Media. We are considered the experts in the field, and many of us will be asked our opinion as decisions are being made. Remember that the Rio Grande Association of Health Underwriters (RGAHU), the New Mexico State Association of Health Underwriters (SAHU), and the National Association of Health Underwriters (NAHU) are your backbone when needed. We may not always have "the" answer, but together we can clarify and state our position on an issue.

The National Convention in Denver ended June 27th, and some of you were able to attend for the first time. I hope that you found the Convention was informative and energized with others in the industry from all over the U.S. Next year's Annual Convention will be held in San Diego from June 29th-July 2nd. The Regional Conference was held in Albuquerque last year, and this year it is going to be in Las Vegas, Nevada, from August 16th-18th! Once again, it will be held within a reasonable driving distance. Look for the registration form in this newsletter, or in the July/August RGAHU Magazine, or you may go online to [www.RGAHU.org](http://www.RGAHU.org).

Congratulations to all 2007 Award Winners! The new Board Members and I are looking forward to kicking off this next year with you on July 19th, at the RGAHU Breakfast meeting at the Sheraton Uptown Hotel on Menaul from 7:30AM-10AM.

# RGAHU BREAKFAST REGISTRATION FORM

**The return of the monthly breakfast meetings!!!**

**YOU WILL NEED TO BRING YOUR LICENSE TO COMPLETE THE  
RECERTIFICATION PAPERWORK. We cordially invite you and a guest agent to  
attend our first monthly breakfast.**

**WHEN:** Thursday, July 19, 2007  
**WHERE:** Sheraton Uptown, on the corner of Louisiana and Menaul in Albuquerque.  
**TIME:** 7:30 AM to 10:00 AM  
**COST:** \$35.00 per NAHU Member and non-NAHU guest agent  
**CE:** RECERTIFICATION OF AGENTS - NMHIA 2 Hours  
**SPEAKER:** Mary Richman, NMHIA

Because each one of you knows someone who isn't a NAHU member but is a broker/agent, this is your chance to invite them to breakfast and share our program with your friend(s). We want to have a full house. Let's start the year with a bang!

We will have a short membership meeting with installation of the new Board members, followed by an Awards ceremony. The CE Program will begin at 8:00AM.

**Phone, fax, e-mail or mail reservations by Monday, July 16, 2007**

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

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

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

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

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

<i>Guest</i>	<i>Company</i>	<i>Price</i>
1		Included in Member cost
2		
3		

**AMOUNT DUE:** \$ 35 NAHU Member (which includes one Guest).  
 Additional Guests - \$15 each.

**See you there!**

**REGION VII NEWS...RYAN THORN, RVP**

**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:  
Ryan Thorn, NAHU Region VII Vice President at (801) 254-4477 or  
Bruce Benton, NAHU Region VIII Vice President at (818) 884-0366.

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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.

## Pictures from the National Convention June 24-27, 2007

**NMSAHU wins Landmark Award**



**LPRT Event**



**Region VII Meeting**



**Gordon Memorial Dinner/Dance**



**General Session**



**Denver**



**Final Session**



**2007-2008 Board of Directors' for New Mexico NAHU Chapters**

### Rio Grande Association of Health Underwriters ( RGAHU)

Position	Name	E-mail Address
President	Cecilia Webb	<a href="mailto:Cecilia.webb@lovelace.com">Cecilia.webb@lovelace.com</a>
President Elect	Pamela Stahnke	<a href="mailto:pamshopping@msn.com">pamshopping@msn.com</a>
Secretary	Julia Moore	<a href="mailto:Jtm7105@aol.com">Jtm7105@aol.com</a>
Treasurer	Leonel Zea	<a href="mailto:Leonel.zea@lovelace.com">Leonel.zea@lovelace.com</a>
Membership	Julia Moore	<a href="mailto:Jtm7105@aol.com">Jtm7105@aol.com</a>
Retention	Jessica Brand	<a href="mailto:jbrand@mlins.com">jbrand@mlins.com</a>
Media Relations	Alberta Priest	<a href="mailto:ampcinc@aol.com">ampcinc@aol.com</a>
Awards	Bernadette Mares	<a href="mailto:bmares@phs.org">bmares@phs.org</a>
Webmaster	Andre Pecastaing	<a href="mailto:andre@ebsc.net">andre@ebsc.net</a>
Operations	John Sugg	<a href="mailto:johnsugg@qwest.net">johnsugg@qwest.net</a>
RGAHU Advisor	Eva J. Fomalont	<a href="mailto:eifomalont@cba-inc.us">eifomalont@cba-inc.us</a>
RGAHU Advisor	PJ Sugg	<a href="mailto:psugg@qwest.net">psugg@qwest.net</a>
Past President	Lori Flint	<a href="mailto:lflintinc@comcast.net">lflintinc@comcast.net</a>
NMSAHU Liaison	Kay Knutson	<a href="mailto:kknutson@phs.org">kknutson@phs.org</a>
NNM Liaisons	Marcie Abeyta Danine Baca	<a href="mailto:Marcie.abeyta@hubinternational.com">Marcie.abeyta@hubinternational.com</a> <a href="mailto:danine@cybermesa.com">danine@cybermesa.com</a>

### New Mexico State Association of Health Underwriters ( NMSAHU)

Position	Name	E-mail Address
President	Kay Knutson	<a href="mailto:KKnutson@phs.Org">KKnutson@phs.Org</a>
President-Elect	Lori Flint	<a href="mailto:lflintinc@comcast.net">lflintinc@comcast.net</a>
Past President	Cecilia Webb	<a href="mailto:Cecilia.Webb@Lovelace.com">Cecilia.Webb@Lovelace.com</a>
Past President/LPRT Advisor	Eva Jean Fomalont	<a href="mailto:ejfomalont@cba-inc.us">ejfomalont@cba-inc.us</a>
Secretary/Treasurer	Jim Gallegos	<a href="mailto:jigalleg@phs.org">jigalleg@phs.org</a>
Membership Chair	Sue Bisbee	<a href="mailto:csbisbee@benefitsolved.com">csbisbee@benefitsolved.com</a>
Media Communications	Lori Flint	<a href="mailto:lflintinc@comcast.net">lflintinc@comcast.net</a>
Webmaster	Andre Pecastaing	<a href="mailto:andre@ebsc.net">andre@ebsc.net</a>
Awards Chair	Bernadette Mares	<a href="mailto:bmares@phs.org">bmares@phs.org</a>
Education Chair	Mikeline Rogers	<a href="mailto:mikerodgers@bluechipsantafe.com">mikerodgers@bluechipsantafe.com</a>
Legislation Chair	Terry Linton	<a href="mailto:terry@lintonandassociates.com">terry@lintonandassociates.com</a>

### Northern New Mexico Association of Health Underwriters (NNMAHU)

Position	Name	E-mail Address
President	Marcie Abeyta	<a href="mailto:Marcie.abeyta@hubinternational.com">Marcie.abeyta@hubinternational.com</a>
President-Elect	Danine Baca	<a href="mailto:danine@cybermesa.com">danine@cybermesa.com</a>
Past President	Danine Baca	<a href="mailto:danine@cybermesa.com">danine@cybermesa.com</a>
Secretary/Treasurer	Rita Ribas	<a href="mailto:ritamribas@msn.com">ritamribas@msn.com</a>
Operations Chair	Ronald Pomeroy	<a href="mailto:pomeroy@cybermesa.com">pomeroy@cybermesa.com</a>
Membership Chair	Mikeline Rodgers	<a href="mailto:mikerodgers@bluechipsantafe.com">mikerodgers@bluechipsantafe.com</a>
Public Relations Chair	Patricia Kuntz	<a href="mailto:aspenspartltd@aol.com">aspenspartltd@aol.com</a>
Awards Chair	Vacant	
Education Chair	Philbert Garcia	<a href="mailto:phil@silasgarcia.com">phil@silasgarcia.com</a>
Legislation Chair	Vacant	

**These are our new Board Members, please support them. They are working for you.**