



March 2-4, 2005

16th Annual North Carolina Association of Health Underwriters Symposium

## HOTEL RESERVATIONS

### The Radisson Hotel High Point

135 S. Main St. • High Point, NC

Single & Double - \$99/night (+tax)

You may reserve a room at the Radisson Hotel at NCAHU rates.

Reservations can be made by calling **336-889-8888 or 800-333-3333.**

Be sure to mention that you are attending the NCAHU Symposium.

## RESERVATIONS MUST BE MADE BY

# FEB. 15, 2005

*(After that date rooms will be available on a first come first served basis)*

Send in your registration NOW to be a part of the 16th Annual N.C. Association of Health Underwriters' Symposium.

Make your check payable to: NCAHU

PO Box 38905 • Greensboro, NC 27438-8905 or use your VISA, Mastercard or American Express.

If your company would like to be an exhibitor or advertiser, please contact us. Opportunities include special sponsor packages, booth space, program advertisements and meal sponsorships. Use this opportunity to put your company's name before agents and brokers from throughout the state. For sponsorships and advertising information, contact Carol Matznick, Executive Director for NCAHU, at (336) 605-9108; Fax (336) 605-9103 or check here:  and we will contact you.

## KEYNOTE SPEAKERS



BYRD BAGGETT has earned the distinction as America's Culture Coach by helping organizations build and sustain cultures of excellence through leadership development. His 31 years of "in-the-trenches" corporate experience provide a unique perspective for his many clients. He has authored 13 best-selling books including *Dare to Lead, Taking Charge, The Pocket Power Book of Leadership, The Book of Excellence, Dare to Soar, The Soul of Winning, and Satisfaction Guaranteed*. His roster of satisfied customers includes many Fortune 500. Byrd has helped hundreds of companies increase sales, improve employee morale and achieve greater profitability. He reminds people of the importance of living a life of complete integrity and servitude. He helps companies develop winning cultures by rebuilding trust, developing open and honest communication and showing sincere, consistent appreciation.



DR. DAVID E. CHADWICK is a highly respected speaker, minister, counselor, and author in the area of character-based leadership, the topic he will be speaking on today. He was a member of Carolina's '69 Final Four Basketball Team and a starter on the 1971 N.I.T. Championship Team, lead by legendary Coach Dean Smith.

Based on his experiences, David wrote the book, *The Twelve Leadership Principles of Dean Smith*, now in its second printing, which has sold more than 38,000 copies.

Smith's principles - putting people, teamwork and integrity first, provide the foundation for the leadership programs that David and the Lead for Life team facilitate for companies, youth groups and non-profit organizations all over the country.

Today, David divides his time between speaking, writing and serving as Pastor of the Forest Hill Church in Charlotte, which has grown to a membership of more than 2,400.

# THE CHANGING FACES OF HEALTHCARE

March 2, 3, 4, 2005

## REGISTRATION FORM

Name \_\_\_\_\_ Designation \_\_\_\_\_  
(as it appears on your Insurance License)

Nickname for Badge \_\_\_\_\_ SS# \_\_\_\_\_

Company Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

Agent/Broker  Company Rep  Other

COST:

MEMBER\*

NON-MEMBER\*\*

By 1/28 1/29-2/25 Thereafter

By 1/28 1/29-2/25 Thereafter

Symposium Registrations

\$175  \$225  \$275

\$275  \$325  \$375

Please check here if you will be attending the Wednesday Night Reception

Special Requests:  Vegetarian  Handicap Access  Other \_\_\_\_\_

ONE DAY REGISTRATION:  THURSDAY \$150  FRIDAY \$150

\* MEMBER OF:  NCAHU  NCAIFA  "Big I" Chapter Name: \_\_\_\_\_

\*\* Non-members can register at member price if registration is accompanied by a completed membership application.

## REGISTRATION FEES PAYMENT OPTIONS

### NO REFUNDS AFTER FEBRUARY 15, 2005

My check made payable to NCAHU is enclosed.

Please charge my registration fee to:  Mastercard  Visa  American Express

Account Number \_\_\_\_\_ Expiration Date \_\_\_\_\_

Signature \_\_\_\_\_

Mail registration with payment to: NCAHU • PO Box 38905 • Greensboro, NC 27438-8905. Registration forms may be faxed to (336) 605-9103, but must include credit card information and authorization. If you need further assistance call Carol Matznick at (336) 605-9108.

In case of on-site emergency, NCAHU should notify:

Name \_\_\_\_\_ Daytime Phone \_\_\_\_\_ Evening Phone \_\_\_\_\_

**NOTE: Dress code is business casual.**

**All admission materials will be available for you to pick up at the symposium registration desk.**

PRST STD  
U.S. POSTAGE  
PAID  
GREENSBORO, NC  
PERMIT NO. 369

North Carolina Assoc. of Health Underwriters  
Post Office Box 38905  
Greensboro, NC 27438-8905



**Now!  
Register**



**Earn C.E. Credits,  
Hear Dynamic Speakers  
and Visit With Colleagues!**

## The North Carolina Association of Health Underwriters' 16th Annual Symposium & Exhibition

the ShowPlace! High Point, NC  
March 2, 3, 4, 2005

NCAHU will host its 16th Annual Symposium Wednesday, March 2nd through Friday, March 4th, 2005 at the ShowPlace in High Point, NC. This year's Symposium promises to be the best yet! Where else can you earn up to 12 C.E. credits, hear dynamic speakers and visit with colleagues you may not have seen since last year?

### Highlights of the Conference

#### Wednesday, March 2nd

1:00 pm - 6:00 pm Exhibitor Move-In  
7:00 pm - 10:00 pm President's Reception—  
at the ShowPlace

#### Thursday, March 3rd

7:00 am - 7:45 am Registration &  
Continental Breakfast  
7:50 am - 5:00 pm **Karen Kirkpatrick**  
*COBRA Compliance Changes  
and Updates*

**Robert Paschal**  
*State Legislative Issues*

**Jim Shelley, Ph.D.**  
*The Trends in Prescription Drug  
Benefits and the Impact on  
Insurance Premiums*

**John Hood**  
*The Tort of Medical Malpractice*

**Dr. David Chadwick**  
*Character Based Leadership*

5:15 pm - 7:30 pm **Mardi Gras Reception**  
*with our Platinum Exhibitors*

6 North Carolina ICEC's  
(Continuing Education Credits)  
to be applied for.

#### Friday, March 4th

7:00 am - 7:50 am Registration &  
Continental Breakfast

7:50 am - 4:15 pm **Tom Bruderle**  
*NAHU & the Political Arena*

**Panel Discussion**  
**Charlie Pitts,**  
*CEO UnitedHealth Care*  
**Bob Greczyn,**  
*CEO BlueCross BlueShield  
of NC*

**Dr. Bill Atkinson,**  
*President of NC Hospital Assoc.  
& CEO Wake Med*

**Dr. Lawrence Cutchin,**  
*President of NC Medical Society,  
President & CEO HealthCare  
Savings*

**David Saltzman**  
*Consumer Driven Healthcare*

**Byrd Baggett**  
*Building & Sustaining Cultures of  
Excellence Through Leadership  
Development*

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