

**Message from the President**

David Smith, President TAHU

The Triangle Association and your Board is working hard on making great opportunities for our members to learn, share and improve our industry and relationships. It is advantageous for us to stay the course, to improve ourselves, the chapter, and our industry. Your board is working hard to help us earn NAHU chapter awards this year.

We need to do our part by taking responsibility for meeting our association's goals for the year: 10% membership growth, \$5000 in contributions to HUPAC and winning the Pacesetter for our chapter for the first time in a number of years. I need your help to recruit new members to join the Triangle Association of Health Underwriters – go to our website for information about joining TAHU.

**TAHU Donations**

Fran Richardson, TAHU Public Service Chair

Thanks to all the attending members of TAHU November and December meetings, we were able to help three local non-profits. At the November meeting, members contributed \$150 to help the Food Bank of Central North Carolina. For the December meeting, members donated \$150 and with a matching gift from TAHU we were able to give contributions to the Durham Rescue Mission and to the Raleigh Rescue Mission.

**Rebating: What You Need To Know**

Antonio Gutierrez, TAHU Law & Legislation Chair

The language of the statutes is clear, says hearing officer Wayne Goodwin in his decision issued August 24, 2005: an agent who provides services not found in the contract of insurance at no cost or below fair market value is in violation of the anti-rebating statutes. He found that the DOI has been consistent in applying this interpretation of the anti-rebating statutes and that N.C. Gen. Stat. § 58-33-85 provides an absolute bar to any service or any thing of value wherein those services or goods are neither (a) referenced specifically or generally in the contract of insurance, nor (b) are advertising in nature.

In general, DOI views the following goods to be advertising in nature, does not require the following advertising items to be referenced in the insurance policy and does not view these advertising items to be rebating:

- (1) taking a client out for a reasonably priced business meal;
- (2) calendars;
- (3) small inexpensive personal items such as pens and other marketing items;
- (4) inexpensive items celebrating holidays or other special events such as birthday, marriage, birth of a child or graduation; and
- (5) inexpensive snacks and food in conjunction with benefit presentations.

[More Details](#)

**Membership Contest**

Teresa Gutierrez, Membership Chair

Well we are coming to the end of the "TAHU" year and as I look at the membership gains and losses we are about at a wash. We started last April with 194 members and we are currently at 191 with two applications in process. Our goal was to add 10% or 20 new members this year. It may look like we have not done a thing but in reality we have added 33 new members this year. Our problem is that in April and May of last year we lost 30 members to non-renewals. It is just as important to retain, no, I would say more important to retain our members than it is to add new. If we look at it from a business perspective it is easier to retain a good client than it is to find a new client. The same should be said for our members. If we are not retaining our members than we are failing to show them the value they receive for being a member. We are all tasked with the job of finding new and retaining our members..... So to help you



**WakeMed Hosts February TAHU Luncheon**

WakeMed hosted the TAHU Luncheon at the Andrews Center. Pictured left to right are Jeff Kiser, Director Managed Care Contracting & Communications Center, Bill Atkinson II, PhD, MPH, President and CEO of WakeMed, and David Garner Jr., Director of Corporate and Community Health

**Continuing Education**

Hannah Baggett, TAHU Continuing Education Chair

TAHU is working hard to provide continuing education throughout the year.

- **NCAHU Symposium Presentations**, Mar 1-3, 12 credit hours
- **"Having the HSA Conversation"**, April 11, Course 17882, Mary Karr, 3 credit hours.
- **"How Does a Drug Card Really Work?"**, Jun 13, Course 17417, Michael R. Webb, 2 credit hours

**13th Annual TAHU Charity Golf Tournament**

Barry Hill, TAHU Past President

Monday, April 3, 2006  
Devils Ridge Golf Club  
11:00 AM Shot-Gun Start  
Super Ball Format  
\$125 per player includes Green Fees, Cart Fees, Range Balls, Goody Bag and Cookout.

Registration is available for both individual players or Sponsor/Teams.

All registration must be received by March 27th.

[More Details](#)

**LPRT Awards**

Rufus Langley, TAHU Awards Chair

If you're applying for Leading Producers Round Table, applications must be in to NAHU by March 31st. For more details, go to the

along those lines we have started a membership contest and everyone can win! If you were at the February lunch you heard the rules, but for those of you that missed it here they are again.

- If you find **two** members who join TAHU will send you and your significant other to the movies. Two movie passes will be sent to you.
- Find **three** new members and we will pay for the popcorn and the sodas. You will receive a \$25 gift check along with the movie passes (hope that is enough to cover the cost of the food).
- Find **four** new members and we will pay for dinner before or after the movie. You will receive a \$50 gift check along with the movie passes (you cover the babysitter).
- Find **five** new members and we will pay for the movie, the popcorn and the dinner. You will receive the passes and a gift check for \$75 (you still cover the sitter).
- Find more than that and we will make it worth your efforts! We will cover the sitter.

The contest started on the 15<sup>th</sup> of Feb and will end Tax day the 15<sup>th</sup> of April. So get those memberships moving.....

Just a hint... memberships process in about two days if done on the web if you mail we will still give you credit but it can take as long as a month to show up in the system. Make sure when they sign up that the new member, or the old member that has lapsed, adds your name as the sponsor so you get credit. As an added bonus for every member that joins with you as the sponsor you will receive \$5 in NAHU bucks that can be used for lunches, dues, or other NAHU items.

I have my first new member..... do you?

awards page on NAHU.org.

[More Details](#)

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### March TAHU Luncheon

Mike Alexander, TAHU VP

Don't forget to register for the March TAHU Luncheon sponsored by Principal.



[More Details](#)

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### NCAHU Symposium & Exhibition

Showplace, Highpoint NC  
March 1-3, 2006.  
See you there.

[More Details](#)