
President's Message

Teri Gutierrez, TAHU President

Happy Holidays to you and your family. The end of the year is fast approaching and I can't believe the year is almost gone. I envy all of you that are ready for the holidays and can take a short breather before the end of the year, but enjoy I know we all deserve a short break before we hit it again in January.

We have all been very busy and I am no exception and do apologize for missing the December meeting but as we all know the client comes first. Your membership committee is working hard to contact all of the folks that are in danger of lapsing and have gone back to try to reach out to anyone we have lost over the last year. Please remind your colleagues that the dues are going up on Jan. 1st and if they would like to save \$50 they need to get their applications in by the first of the year.

Public service has set the date for the Habitat House for March 1st. We will be doing demolition so bring a sledge hammer and be prepared to work out any aggression you may have. Please see Leslie's article for more info. We also collected \$200 for the Raleigh Free Clinic at our lunch meeting, Thank you all for your contributions. Our Chair Leslie McMillan will deliver the check before Christmas.

Renee Longo our HUPAC chair has been working hard to increase participation for us. We are up to 7 regular contributors and 23 one time contributors. Our goal for the next year is to make those one time contributors into monthly contributors. Please consider giving to our pack... I think we can all afford \$10 per month on our credit card. There is power in the money our pack gives to politicians and this year we need that power more than ever. Go to www.hupac.org to sign up.

Wishing you and yours a blessed and safe holiday seasons.

Jan. Luncheon: Rebating Question and Answer

Rebecca Shigley, NCDOL

Due to such a great response when Rebecca last visited us, she has agreed to come back and answer questions about rebating. We did not have enough time at the last meeting to dive into this subject but she will be on hand to answer all of the hard questions.

This is a not-to-miss luncheon. Be sure to register online at the link above or on the TAHU site. Remember, we are now taking credit cards for online payment. We will continue to take cash and checks at the door.

Next TAHU Luncheon

Tuesday January 8, 2008

11:45 am to 1:00 pm

Brier Creek Country Club

9400 Club Hill Drive

Raleigh NC 27617

[Brier Creek Country Club](#)

[Google Map Directions](#)

[Register Online](#)

TAHU January
Luncheon Sponsor

Highmark Life

New TAHU Members

TAHU welcomes our new members and thanks to their (Sponsors):

- Tom Underwood
(Bill Hendrickson)
- Keith Waters
(NAHU)

TAHU Newcomers' Orientation

All new members and interested Guests are invited to stay for our brief Newcomers' Orientation immediately after the luncheon meeting.

The Way People Are Paid Is Evolving

Chris Shoffner, Continuing Education Chair

As our global economy continues to evolve, the way people are compensated for the work they do is evolving as well. If we take a quick look back at history, there have been a couple of key pieces of tax code that have helped to shape the way people are paid today. During WWII, the government enacted wage and price controls to help steady a shaky war time economy and this led to a practice of offering "health care" as an enticement to attract better workers. In short time thereafter, the IRS had to "rule" on this practice and determine the tax treatment of these monies. They determined that this was a tax free event for the EE and a tax deductible event for the business and did not violate the wage and price control rules (IRC 105). This was the genesis of health care in the US being an employer sponsored event. Fast forward to the mid seventies and we see the largest employers in the country "lobbying" for a way to compensate employees in a tax free manner. This is certainly great for the employees and also saves the company money on their SS match (roughly eight cents per dollar). We welcomed IRC 125/Cafeteria plans in 1978 (which included 401k) and the rules we follow today were put in place in 1986. A few changes are in store when these regulations go final some twenty one years later. We are now faced with several key financial issues in our country. The cost of health care is rising at nearly five times the rate of inflation and in just eleven years the SS Trust Fund will begin paying out more in benefits than it takes in. If you add to this that our national savings rate is now negative and the impending credit crises in the mortgage market will have detrimental effects on the average employee, a well thought out and implemented benefit plan can make you an employer of choice. This will certainly be critical as companies struggle to attract and retain qualified talent in our very mobile society. Our goal for 2008 will be to take an in depth look at health care, retirement plans and how those benefits are communicated to the employee.

Public Service Committee Report

Leslie McMillan, REBC, RHU, Public Service Chair

Thanks to all those who contributed to the Holiday Fundraising Event. TAHU & our members donated \$200 toward the Raleigh Free Medical Clinic.

2008 – Upcoming Events

Habitat for Humanity Public Service Project – SAVE THE DATE
We will be assisting the Habitat for Humanity organization on March 1, 2008 from 1:00 PM to 4:00 PM with a deconstruction project.

Ongoing Clothing Drive – We continue to collect gently used business attire from you to help those less fortunate. You can bring suits, business casual attire, & accessories to any of our meetings and we will donate them to either the Raleigh Clothes Closet or to Interact.

Looking to get involved in your local NAHU? Please contact Leslie if you would like to join the Public Service Committee. Contact Leslie S. McMillan @ lsm-insurance@nc.rr.com.

NAHU Cap Conference

Bill Hendrickson, State L&L

[NAHU's 18th Annual Capitol Conference](#) is February 4-6.

This year, with the impending election, it is especially important that as many of NAHU members as possible attend to educate all of the new legislators and learn about the new issues the Democratic Congress will be addressing.

TAHU and NCAHU can provide you financial help to attend this important conference. Standard registration ends Jan. 4th. Remember that the association will help with expenses.

[Register Here](#)

TAHU Golf Classic

Liz Gutierrez, Chair

Save the Date: April 28, 2008

You are cordially invited to join us for the 15th annual TAHU Golf Classic. We will return to Devil's Ridge Golf Club to play their award course. Stay tuned for more information including:

- Price/ Registration
- Sponsorship Levels
- Prizes
- Schedule

[Visit Devils Ridge Golf Club](#)

How Do They Do That?

Tony Gutierrez, Treasurer

Ever wanted to know what the THAU board does and how they do it. Check out the online list of detailed Policies & Procedures. These documents outline step by step the duties of each board member. Start thinking if you would like to join the TAHU Board.

[See list](#)

L&L Report

Bill Hendrickson, L&L Chair

President Bush has once again vetoed the SCHIP legislation designed to provide financial aid to children below a certain income level and/or uninsured. Congress had attempted to extend the legislation to children already insured privately which the President and many other opposed. The result is that the present extent of this legislation will continue within the original scope of the law.

Texas has a \$36.8 billion of unfunded liability for health insurance of retired state employees. These liabilities now must be reported and eventually at least, partially, funded. North Carolina has not yet reported its unfunded liability, but when it is reported it will eventually require legislative action to lessen the impact. This will mean either higher taxes to pay off this liability, reduction of benefits for existing retirees, curtailing such benefits for future retirees, or some combination of all. This could create a legislative monster later this year or next year, so keep tuned.

Young Agent's Social

Liz Gutierrez, Chair

This December we held our second Young Agent's Social for agents under 40 years of age. We have a positive turnout considering the busy holiday season. Eight young agents came out to Oliver Twist to network and exchange holiday cheer.

I would like to thank everyone for their support of this initiative. The purpose is to foster bonds between young upcoming agents and to recruit new members to the association. With the aging out of much of the American workforce and the current issues in health-care, it is important we work to keep fresh agents coming into the industry. Thanks again to Dan Odorizzi, Cristina Brouse, Jeff Kaiser, Brooks Powell, John Ray, Adam Nitkin, and Donna Cashwell for attending.



Are You LPRT

Rufus Langley, Awards Chair

Leading Producers Round Table-It that time of year for you to apply for NAHU's prestigious award for Personal, Carrier Rep, Agency or Carrier Management production. The classifications for this award are outlined in the awards section of the www.nahu.org website. The awards categories are: Leading Producer Qualifier, President's Council, Eagle and Golden Eagle. The period covered is January 1, 2007 to December 31, 2007. Various discounts for members of the LPRT for Cap Conference and National Convention are available. Also, our Triangle Association receives points towards the Pacesetter Award for each qualifier. Please log on to the website or use the application in the most recent HIU magazine. Hope your 2007 was great and that 2008 even better!!

TAHU Financial Reports Available On-line

You can see TAHU financial reports anytime at:
<https://accounting.quickbooks.com>
Username: **tahumembership**
Password: **triangle**