

### President's Message

Teri Gutierrez, TAHU President

Wow! DC in January... it was cold outside but the info at Cap Conference was HOT!

Attending my third Cap Conference I am more convinced than ever that I picked the correct profession for me. I was impressed with most of the speakers and the breakout sessions I attended were very good. Meeting with the movers and shakers on the hill was exciting. I enjoyed the 40 minutes we spent with U.S. Senator Elizabeth "Libby" Dole. It was incredible how well she could work a room of underwriters. She was complementary of our NAHU staff in Washington, noting that many times they had been able to provide valuable information to her and her staff. We were honored that U.S. Senator Burr and Congressman Miller took the time to meet with members of our group. U.S. Representative Etheridge even came to the evening reception. Congressman Price was busy chairing his new sub-committee so we met with his aide but, the Congressman has met with NCAHU members in Raleigh on several occasions.

Do you know where each of our federal legislators stand on the issue of universal healthcare? Senator Dole seems to back NAHU's opinion for reform without scraping the current system. Senator Burr would like to eliminate the group system and go to all individual policies like car or homeowner insurance. Congressman Miller wants to see universal healthcare run by the government. Congressmen Price and Etheridge share a very similar opinion to Senator Dole's. You can see we have our work cut out for us.

Have you had a chance to read the HIU magazine for February? It has a list of the items that OUR association has voiced an opinion about, including: the s-chip program, health information technology, Medicare and modifications to the part D program, Long-Term care and a patient's bill of rights. I know, a lot of you are saying "how does this affect me." The s-chip program if renewed, will help eliminate some of the uninsured children in this country. Health IT could go a long way towards reducing the cost of healthcare and improving quality. I'll let you read the article to learn about the rest.

Our March meeting will be our Legislative meeting with Robert Pascal our lobbyist. We will be back at our normal location of Briar Creek Country Club. The April meeting will be a breakfast meeting about the single payer system, a NAHU presentation. Our Golf Tournament will follow the meeting, so sign up soon.

### Next TAHU Luncheon

Brier Creek Country Club  
9400 Club Hill Drive  
Raleigh NC 27617

[Brier Creek Country Club](#)  
[Google Map Directions](#)

[Register Online](#)

### TAHU March Luncheon Sponsor



[www.cigna.com](http://www.cigna.com)

### New TAHU Members

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

- James Brad Crone
- Steve Herman  
(Tom Snell)
- Adrienne Lee Moore  
(Mary Karr)
- John Ray  
(Chris Shoffner)
- Kim Riggs  
(George Ramsay)
- Sue Skindzier Todd  
(George Ramsay)



[Register for Symposium](#)  
Receive early bird rates if  
application is signed by your  
chapter president

---

## State Legislative Update

### March Luncheon Topic

Robert Paschal, NCAHU Lobbyist, will provide an update on North Carolina legislative initiatives including progress on the high risk pool and the impact of recent convictions on the legislature.

In North Carolina, NCAHU employs a lobbyist to work with legislation on the state level. Robert C. Paschal is a Partner at Young, Moore & Henderson, PA and a lobbyist for the Triangle Association of Health Underwriters. His practice emphasizes matters relating to life, accident, and health insurance and; ERISA, legislative, representation of TPA's and corporate law. Robert is admitted to practice in all state and federal courts in North Carolina, the United States Court of Appeals for the Fourth Circuit, and the United States Supreme Court. He is a member of the North Carolina State Bar, North Carolina Bar Association, American Bar Association, Defense Research Institute and American Law Firm Association.

---

## High Risk Pool

### Bill Hendrickson, TAHU L&L and State L&L

CAP CONFERENCE—I heard from others in Region V during today's legislative call that many conferees want to move the congressional Reception to Tuesday because too many people need to leave before Wed. afternoon. Also, there is some interest in shortening the conference a bit, since too often the Wednesday AM speakers have a small audience. Otherwise, there were some great speakers this year and we all received our usual portion of essential information. The fact that all attendees are subsidized for many of their expenses makes the entire event very cost effective. DAY ON THE HILL—this year's D on the H will be April 17 and 18. The talks and conversations on the afternoon of the 17<sup>th</sup> will be very interesting and Commissioner Jim Long will make his usual humorous and informative remarks. Breakfast and conversations with our legislators on the following morning is where our members can do some serious lobbying and get better acquainted with their adopted legislators.

ADOPT-A-LEGISLATOR—Now that the General Assembly is in session it is more important than ever to be in personal touch with our legislators and help them understand important health legislation. There are still many orphan legislators within our chapter's area, so more adoptions are needed. We'll be sending further appeals on this later this month.

---

## Sharing. It's the Right Thing to Do

### Liz Gutierrez

As kids we are taught to share. Cookies, toys, whatever it was; you shared because it was "the right thing to do." Today, you share your knowledge, experience, and expertise with your clients. They rely and trust your opinion because you are a professional and because you know what you are doing. So why stop there?

Our country is in a period of change and the greatest catalyst for this change is healthcare. Whether you love the system or hate it, everyone has an opinion about the current state of healthcare in America. It is those in political power who have the greatest influence over the direction of healthcare reform and, often times they are the ones with the least amount of knowledge.

---

## 2007 Symposium

### Dean Holmes, Education Chair

Welcome to 2007 and another year to earn CE as required by the state to keep your L & H license. The good news is you can attend the NCAHU Symposium in Winston-Salem March 19-21 and earn up to 12 CE credits. For those of you doing the math that's all you need for CE!

Not only do you earn CE credit, but these sessions are great opportunities to learn new information that could benefit your clients. Please see the attached link to registrar.

Hope to see you there!

---

## 14th Annual TAHU Charity Golf Tournament

Tuesday April 10, 2007

Devil Ridge Golf Club

11:00 am Shotgun start

Super ball format.

[See Details...](#)



---

## Clean Out Your Closet!

### Leslie McMillan, Public Service

The Raleigh Soroptimist Society is a non-profit organization committed to enhancing the lives of women and girls! At the local, regional, and national level, they award grants to female heads-of-household returning to school to improve the lives of themselves and their children. Internationally we work to empower refugee women in war-torn countries through counseling, training, mentoring, and micro-loans. Locally, The Raleigh Professional Clothing Closet provides appropriate work clothing at no charge to clients referred by partnering community service organizations. On Mar 13th, a representative from the Soroptimist Organization will speak about how their Clothing Closet is changing lives. We will be collecting gently used business suits and accessories at our April meeting.

This discrepancy is why the Capitol Conference, and other programs like it, is so important. The conference allows you, the expert, to provide input on the current state and possible direction of healthcare. As a first time attendee, I was a little overwhelmed by the magnitude of the conference and the prospect of meeting with senators and congressmen. However, programs and resources offered during the conference more than prepared me. In addition, I was surrounded by a wonderful group of colleagues from TAHU and surrounding chapters, who joined with me in “storming the hill.” I could not have had a better group of people to learn from. Next year, when I attend the Capitol Conference, I will no longer be a rookie and maybe I can help one of you “storm the hill.”

So, take a lesson from your childhood and share. Share your knowledge, your experience, and your expertise with not only your clients but with our legislators. Because, sharing is the right thing to do.

---

### **NAHU Capitol Conference 2007 — Marching to a New Drum: Changing Directions in Health Insurance**

**Antonio Gutierrez**

NAHU held its seventeenth annual Capital Conference on January 29-31 in Washington, DC. The theme of the meeting was “Marching to a New Drum; Changing Directions in Health Insurance” and 700 health insurance professionals from across the country did just that by communicating NAHU’s legislative agenda to congressional leaders. TAHU members Teri Gutierrez, Tony Gutierrez, Liz Gutierrez, David Smith, Dean Holmes, Rufus Langley, and Bill Hendrickson attended this conference, both for the opportunity to learn more about the political environment for health care reform and to help communicate the importance of free market health insurance to Congress.

Capital Conference’s guest speakers included leaders in the battle to enact sensible legislation that creates better access to health care. Other presentations explained NAHU’s role in the development of current health care reform initiatives such as health savings accounts (HSAs), consumer directed health care plans (CDHP) high-risk pools, enhancing long-term care insurance and prescription drugs.

NAHU continues to advocate for a health care system that maximizes choice in health care and promotes a robust and competitive market,” explained NAHU President David Fear. “NAHU has been very active in finding creative solutions to reduce the number of uninsured Americans. We are also very concerned with any initiatives that add to the rising cost of health insurance policies, pricing people out of coverage. NAHU believes that keeping health insurance accessible and affordable is the most important health care reform.

See photos of the 2007 NAHU Capitol Conference at [www.nctahu.org](http://www.nctahu.org)

---

### **Awards**

**Rufus Langley, Awards Chair**

Fortunately, I have attended all of the Capitol Conferences and have been Chair twice. Some of the changes over the seventeen years we have had the conference are in: content, participation, presentation, stature of our organization, technology, challenges, opportunities and contacts. The conference is much like a reunion of friends and family. For me it is a time to renew contacts, meet new friends and learn the nuisances of lobbying. The growth from about 130-150 participants at the first Capitol Conference to around 650 today is great. I have lobbied with other groups and our NAHU effort is the best in all of the areas mentioned above. We are a force to be paid attention and to seek our counsel. Because the issue of health care will be in the forefront of the 2008 campaign, our organization will be a leader-not a follower.