



President's Message

Teri Gutierrez, TAHU President

Are you LPRT material? I am willing to bet the vast majority of you are. Have you ever looked at the requirements? Do you know you can qualify with personal production as an agent or as a carrier rep, as an agency manager or as a carrier manager? I can tell you until last year I was one of those people that looked at the form and said "I'll get around to it" but never did. Some years I didn't even look at the form. But last year knowing I was going to be president of TAHU I thought I better take a good look at the form and this time fill it out. I'll be honest it did take a few hours to gather all of the information to fill out the form the first time. It may take you less time if you are more organized than I am, but I am glad that I did. I qualified as a Golden Eagle. In thinking back over the years I realize that I could have qualified for LPRT about every year I have been in the business. "So what" you say. I say if you did the work Get recognized for it. If you qualify you are able to use the LPRT logo on your business cards and letterhead, are invited to two NAHU web seminars that are free to the qualifiers, and receive additional discounts to Cap Conference and The National Convention. In 2006 we had 5 members qualify, Sam King, John Tomason Jr, Allison Tolksdorf, Rufus Langley and myself. This year I would love to have 10 times that many people qualify. Please take the time to fill out the application and send it in... we both know you have already done the work... now lets get you recognized for it. Postmark deadline is March 31st, right after symposium.

Building Medical Surge Capacity - Challenges and Successes

February Luncheon Topic

How prepared is North Carolina in responding to medical disasters? This Session will provide an overview of the efforts in North Carolina to build medical surge capacity for our hospitals and emergency medical services. North Carolina has developed a State Medical Response System that utilizes local and regional resources in responding to natural and manmade disasters. This session will show the challenges and successes of these planning efforts.

Chief Drexdal Pratt heads the Office of Emergency Medical Services in the Division of Facility Services of the North Carolina Department of Health and Human Services. His agency manages the Federal Health Resources Services Administration's, Hospital Preparedness Cooperative Agreement.

Next TAHU Luncheon

Tuesday, February 13, 11:30 PM
WakeMed Raleigh Campus
3000 New Bern Ave
Raleigh, NC 27610

[WakeMed Campus Map](#)
[Google Map Directions](#)

[Register Online](#)

**TAHU February
Luncheon Sponsor**



www.wakemed.com

New TAHU Members

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

- Gary Bossert (Barry Hill)
- Roxy Laird (Barry Hill)
- Daniel Burrell (David Moore)



[Register for Symposium](#)
Earlier Bird Rates until
January 31st!

High Risk Pool

Bill Hendrickson, TAHU & State L&L

I received a call from Senator Ellie Kinnaird this afternoon while I was out informing me that she feels the High Risk Pool will pass as previously constructed and she feels there is no need for the meeting that we had planned with her and Senator Rand. She said "hooray" and thanked us for our support and our lobbying efforts and I returned the call and thanked her for her efforts and enthusiasm in support of the HRP. Let's hope her positive enthusiasm will carry through the committee and floor work of this critical legislation.

Awards

Rufus Langley, Awards Chair

P-A-R-T-I-C-I-P-A-T-I-O-N---That's what makes our chapter strong. In order to be a Pacesetter Chapter each member can help by doing the following: attending meetings, taking CE, going to Cap Conference and National, LPRT qualifier, membership-recruit new member, HUPAC, Triple Crown and others. Our Chapter is strong with your participation and has a great chance in qualifying for the prestigious Pacesetter Award so please get involved.

TAHU Membership

Ken Schaper/Teresa Gutierrez

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 197 members and we are currently at 200. Our goal is to add a net 13 new members this year. It may look like we have not grown much but in reality we have added 22 new members since April. Our problem retention, we lost 19 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 along those lines we are having a membership contest and everyone can win! If you participated in the contest last year you may remember the rules but for the rest of us... 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. We will back the start date up to the first of the year and will end Tax Day the 15th of April. So get those memberships moving.....

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!

NAHU Cap Conference

Bill Hendrickson, State L&L

[NAHU's 17th Annual Capitol Conference](#) is coming up on January 29-31!

Seven TAHU members will attend the 2007 Capitol Conference in Washington DC January 29 - 31. The conference sponsored by NAHU brings together members from all 50 states to discuss federal healthcare issues important to our industry. TAHU members will meet with Congressmen Bob Etheridge, Brad Miller, and David Price, and Senators Richard Burr and Elizabeth Dole.

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.

Report from the State Capital

Robert Paschal. NCAHU Lobbyist

They're back! The North Carolina General Assembly convened yesterday at noon for its 2007 session. This will be the "long" session during which there will be no limitation on the kinds or types of bills that can be introduced. The first order of business was the election of the House and Senate leadership. As expected, Rep. Joe Hackney was elected Speaker of the House, and Sen. Marc Basnight was elected President Pro Tem of the Senate. Committee appointments could take the better part of two weeks to complete, so there will be a lull in committee activity during the session's opening days.

Rep. Mitchell Setzer (R-Catawba) introduced HB 2 - Long-Term Care Tax Credit, which would restore the LTC tax credit under NCGS 105-151.28 (15% of premium costs up to \$350). Sen. Julia Boseman introduced SB 12 - Recovery of Costs in Civil Actions, which would clarify the trial court's discretion in the awarding of costs.

The Legislature will not meet tomorrow, and will convene again as usual on Monday evening, January 29. The General Assembly has traditionally not met during the day on Mondays or Fridays, confining its work week to Monday evenings and Tuesdays, Wednesdays and Thursdays. That schedule can change during crossover week and when adjournment looms.

The General Assembly is back at work. I will keep you advised as to developments of interest, and would welcome your thoughts, questions and comments at any time.

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 February 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 March 13th meeting.

14th Annual TAHU Charity Golf Tournament

Tuesday April 10, 2007
Devil Ridge Golf Club
11:00 am Shot-gun start
Super ball format.
[See Details...](#)