

President's Message

Teri Gutierrez, TAHU President

Well we are at the start of a new TAHU year. On July 1st the Board of Directors changed over for the upcoming year and I would like to introduce the new board to you.

I am remaining as President for the next year. I welcome your comments and suggestions at any time. My goal for this year is to grow the association to 225 members and to increase attendance at the luncheons by 50%. I know this sounds like a huge goal but if we break it down increasing membership to 225 means adding the same number of new people we do each year which is about 35 and not losing 35 like we have in the past. Retention is going to priority number one. Increasing attendance at lunch will be done by giving the members the programs they want. So I am asking for suggestions on what you think is important, relevant, exciting, uplifting... and any other adjective you think fits. You can reach me at: Teresa.Gutierrez@ibs4me.com

Your President Elect is Beth Donner. She is also in charge of membership and is looking for help with both the membership and retention portions of her committee. As all of us in sales know it is more cost effective to keep a client then it is to go out and find a new one. To that end, I know Beth is going to be putting a lot of effort into maintaining all of our members. If you are interested in helping please contact Beth at: bdonner@investment-works.com

The Vice President is Dean Holmes. He is also in charge of programs and sponsors. Dean and Beth are working together on the rest of 2007 and a full list of all of the sponsors and programs will be posted on the TAHU web site soon. As soon as this is done Dean will be lining up the programs and sponsors for the 2008 calendar year. If you or your company is interested in being a sponsor please let Dean know soon, as our sponsorships fill up fast. If you have an idea for a program or have a great speaker in mind please let Dean know this as well. The topic does not have to be about insurance. We are also hoping to have programs this year that you will want to bring clients, or office staff to. You can reach dean at: Holmes.Dean@principal.com

The Secretary/Treasurer is Tony Gutierrez. He will be responsible for taking minutes at the board meetings and keeping bank accounts in shape. If you have questions about the budget that is posted on line or about anything you see in the minutes of the board meeting please contact Tony at: Antonio.Gutierrez@ibs4me.com

David Smith is the Past President and advisor to the board about everything. David is also the President Elect of our State board and in charge of the Symposium that will be held in April in Winston Salem. So save the dates April 7-9 at the Benton Convention Ctr. Contact David at: david@beninslaw.com

Rufus Langley has agreed to Chair the Awards committee but is looking for help. We won the Pacesetter award this past year for the first time ever. Rufus would like a repeat performance... So would I. You can help on the Awards committee by contacting Rufus at: langlisi@aol.com

Leslie McMillan - Public Service Chair The first event will be coming up soon see the Aug news letter for details. Volunteers are needed to help at all of the events. lsm-insurance@nc.rr.com

Next TAHU Event

TAHU Annual Strategic Planning Meeting

Tuesday August 28, 2007

4:00 pm to 5:30pm: Strategic Planning

5:30pm to 6:00pm: Board Meeting

6:00pm to 8:00 pm: BBQ

12833 River Dance Drive,
Raleigh NC 27613.

Contact Teri if you plan to attend.

Teresa.Gutierrez@ibs4me.com

Each event is open to all members.

TAHU Welcomes New Members

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

- Christine L. Anderson (Liz Gutierrez).
- Gary Bolt (David Moore)
- Travis Maloy (Liz Gutierrez)
- Andrew Sutton (Beth Donner)

TAHU Supports Movie "SICK and SICKER: When the Government Becomes Your Doctor"

SICK and SICKER is a feature-length movie that explores the ethics and realities of a government take-over of the medical profession. SICK and SICKER investigates whether government intervention in the US medical system is the cause of, or the solution to, our problems and whether Canada is really the healthcare utopia that politicians tell us it is.

www.SickandSickermovie.com

Watch the "SICK and SICKER" movie trailer on YouTube

President's Message

Continued

Liz Gutierrez - Media Relations. Let Liz know if you write a letter to the editor, have an article printed in the news paper, or are quoted in the news. This kind of publicity earns our association Award points. Just keep in mind that you need to be identified as a member of the local, state or national association for us to get credit. liz@ibs4me.com

Bill Hendrickson - Law and Legislation Chair. Bill is looking for a co-chair for this VERY important committee. With the upcoming challenge to our industry on both the national and state levels there is going to be a lot of action going on for the next couple of years. If you are a political junkie we can help you get your fix. Contact Bill at: whendrickson1@nc.rr.com

Chris Schoffner – Education Chair. Chris has a lot of great programs planed for the year. Members will be able to receive most of their CE credits with the programs that will be offered after the lunches. Cost per members will be \$1.00 per credit. We will also be offering two big continuing Education programs during the year in conjunction with SHRM and NCAHU. With our kick off Big event in October on the 4th. This program is in conjunction with SHRM and offered by Infinasource. Our members receive a reduced rate and are encouraged to bring clients to the program. You will receive 6 credit hours for the program. Save the date... more info in a separate email. Contact Chris with ideas for education programs at: cshoffner@primepay.com

We still have one position to fill and that is the HUPAC Chair. Ken Schaper has agreed to handle this but it is looking like our tallest member may be leaving the area in the pursuit of great things. So Ken is looking for help from someone that would be willing to step in if he does end up leaving the area. You can contact Ken at: ken@advancedbenefitstrategies.com

Our next meeting is a strategic planning meeting and board meeting. The Date is August 28th at 4:00 till 8:00 pm. The location is the home of Teri Gutierrez 12833 River Dance Dr. in Raleigh. A bar-b-que will be served at the end of the meetings. All members are welcome to attend. Please let me know if you plan to be there so food and beverages can be purchased for the event. Directions will be provide to those attending as you can't find the house on Map Quest or Google Map.

NC High Risk Pool is Here!

Robert C. Paschal

Yesterday August 2, 2007, the North Carolina House voted to concur in Senate amendments to the High Risk Pool legislation (H.B. 265), thereby causing the bill to be ratified and sent to the Governor for his signature. Congratulations, folks.

Here's the final play by play. The bill passed the House on May 1 with the funding mechanism tied to assessments of insurers. The bill was sent to Senate Commerce, which on July 23 gave it a favorable report, but only after revising the funding mechanism to repeal the small business tax credit and to fund the Pool with State appropriations. The bill then went "sideways" twice, first to Senate Finance and then to Senate Appropriations. It was amended yet again to fund the Pool with premium tax revenues rather than State appropriations. On July 31 and August 1 the bill passed the Senate unanimously on second and third readings, and yesterday, also in a unanimous vote, the House voted to concur in changes made to the bill by the Senate.

Thus, premium tax revenues will fund the Pool when shortfalls arise, and as best I can tell, the small business tax credit was not repealed after all. But I will do some checking to verify this.

The General Assembly adjourned late yesterday, and I will do my best to get you a comprehensive closing report next week. But, for now, know that the risk pool concept will be implemented in North Carolina. My thanks to those who labored in the vineyard to help bring this about, and look for my closing report next week. A good weekend to you all.

Michael Moore's "Sicko" Misleads Audiences

Review by Antonio Gutierrez

Filmmaker Michael Moore's new documentary film, "Sicko," which deals with the failings of the U.S. healthcare system, fails to address one key question—who will pay for a government-run healthcare system? While Michael's movie is at times heartbreaking, his movie is carefully crafted to support his political agenda. Michael features citizens of Canada, United Kingdom, France and Cuba highlighting the marvels of their free healthcare system. But Michael carefully avoids asking their citizens a key question: "How much do you pay in taxes?" If you think Healthcare is expensive now—wait until it "Free".

www.MichaelMoore.com

Watch the "Sicko" movie trailer on YouTube

TAHU Attends a Night with the Durham Bulls

30 TAHU members and guests attended the Durham Bulls game on Thursday July 26th. Everyone had a great time and ate plenty of dollar hot dogs.