



President's Message

Teri Gutierrez, TAHU President

I have just returned from our national conference and it was wonderful. I am over tired but energized at the same time. Denver is a beautiful city. The item I heard constantly discussed from delegates and attendees from all over the country were "we have GOT to get all of our members active this year". Why? Because health care is changing and we want to be at the table to help it change. One thing we here over and over again from the candidates both democrat and republican is the desire for a single payer system or universal healthcare. While it is my personal belief that we will not get to that point we do want to make sure that the agent/broker remains part of the distribution system regardless of what changes happen. To accomplish this it will take lots of members who are willing to take a little time to get involved in legislative issues. Don't sit back and let changes happen to you, become active in YOUR association and join HUPAC.

The next thing I want to say is Thank You Again to our board and all of the members, because of you Triangle won both the Pacesetter Award, for the 1st time and this is the 4th time in 6 years we have won the National Web Site Award. As a whole NCAHU delegates rocked at the Thirteenth Annual NAHU Awards Breakfast on Monday, June 25, 2007 in Denver Colorado Extra congratulations go to Tony Gutierrez as the Web Master for winning the National State Web Site of the year (www.ncahu.org) and Local Web Site of the year (www.nctahu.org). If you are not sure what the awards are please log onto the national site and look under awards, you can see we accomplished a lot.

Two other big winners from North Carolina are Chris Harrison who was elected the Region 5 Vice President; he is from the Fayetteville area. Region 5 is made up of NC, SC, TN, GA, FL, AL, and MS. Also Mel Schlesinger, from the western part of the Carolinas who came and spoke to us last year was elected as the new National Secretary. He will be our National President in 2012. Looking forward to sharing what I learned with all of you at the next regular meeting in September. Remember that July's meeting will be at the Durham Bull's Ball Park.

Perspective from Denver

Antonio Gutierrez

This year's NAHU convention in Denver CO provided us a unique perspective of the state of healthcare at both the national level and state levels.

Janet Trautwein, Executive Vice President & CEO of NAHU made it clear that regardless of what form Universal Healthcare takes shape in this country; that we should not assume that the broker distribution model will be a part of it. Many special interest groups in Washington would like to see agent and brokers cut from the process. On the positive side, our NAHU legislative staff is perceived in Washington as highly respected experts in health insurance addressing any federal legislation affecting our industry. Our NAHU staff is also working hard to help various state chapters address healthcare legislation that might affect our industry in those states. NAHU is working hard to address legislation on multiple fronts.

Beth Ashmore, our new 2007-08 NAHU President, has challenged all of us to be more politically active in 2008. The presidential elections promise to make healthcare reform a top priority for many presidential candidates. She asks us to make our voices heard in both Washington and in your state legislatures. She says, She's ready to take on Hillary in 2008.

Next TAHU Event

Thursday July 26, 2007

6:30 pm to 9:00 pm

Durham Bulls Athletic Park

401 Blackwell St.

Durham NC 27701

DurhamBulls.com

[Google Map Directions](#)

[Register Online](#)

TAHU Welcomes New Members

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

- Christine L. Anderson (Liz Gutierrez).
- Lacky Barnes (David Moore)
- Vernelle Jones (David Moore)
- Dianne McKinney (Zoraya Swearingen)
- Adam J. Mitkin (David Moore)
- Mike Osborne (Teri Gutierrez)
- Michele Smith (Johnny Dawkins)
- Patsy B. Zeigler MBA (David Moore)

2008 Election Watch

[Watch the "Sicko" Movie Trailer Here](#)

Filmmaker Michael Moore's new documentary, "Sicko," deals with the failings of the U.S. healthcare system, both real and perceived.

www.MichaelMoore.com

Watch the "Sicko" movie trailer on [YouTube](#)

Give to NCPAC and [HUPAC](#).

Legislative Update

Read the latest reports on NC legislation impacting our industry on our [weekly reports](#) link.

More Energizing Than A Double Shot Of Espresso

Liz Gutierrez

If you have never had the good fortune to sit in a room with 600 AHU professionals, than you are really missing out. There is nothing more energizing than attending a conference which brings together 600 motivated, active, dedicated, and enthusiastic insurance professionals. The 2007 NAHU Convention is a culmination of everything it is to be proud of our industry.

As a first time attendee I did not know what to expect. I was no less than awed at the camaraderie displayed by those in attendance. Yes, the educational programs were great. And yes, the motivational speakers like Steve Young NFL quarterback San Francisco 49ers, left me moved and introspective. But, it is the camaraderie that really stood out in my mind. In a time of sky rocketing premiums and movies like "Sicko," it is really easy to loose pride in our industry. It is easy to forget the good we provide and the guidance and support we give to our clients. Many of us work in small brokerage shops and rarely are exposed to other professionals in our industry. But being at Convention and being surrounded by 600 proud agents will reinvigorate anyone's spirit. You cannot help but leave Convention proud of your work and even prouder of your industry.

Next spring when registration for the 2008 Convention begins I hope you will consider recharging your spirit. Whether you have been in the industry for three months or 30 years I hope you will take the time to attend Convention. There is no better boost in the world; even better than a double shot of espresso.

Dues Increase

Teri Gutierrez

One of the hot topics at the national convention was the dues increase proposal. After a couple of hours of questions and answers at a town hall meeting, questions and answers at the regional meetings, and an hour of pros and cons and amendments to the amendment, at the House of Delegates; the overwhelming majority of the delegates voted to pass the \$50 dues increase.

The majority of attendees recognized the importance of funding a major media campaign against a single-payer system, realized the on-going expense of operating the organization from Washington DC, and the overall value NAHU provides for its brokers and agents.

This increase will be effective on Jan 1st and will be applied to all renewals as they occur in 2008. I would like to thank all of you that responded to the survey that was sent out. Your four delegates to the convention voted the way the majority of the members responded. Concerns about better communication from NAHU to the membership regarding how the extra money will be used were raised to the executive board. I think we will see a lot more information in the future.

On the plus side if you are a True Blue producer Blue Cross Blue Shield will reimburse you for a portion of your membership. We will be sending out an email blast with the form you will need next week.

Starting in July our local newsletter will feature a new or underused portion of the benefits provided to members.

Summer Schedule

Teri Gutierrez

Hope you are enjoying the summer working hard but also finding time to relax a little with your friends and family. **July's** meeting will be a night at the Durham Bulls Game. Please plan to bring a family member, friend, or your staff from work. If you bring a friend and they join the association that night they will get in free and the association will buy you two more tickets for the night of your choice at the ball park. The association will pay for the first two tickets and will have extras at cost (\$5.00) if you need them. Registration deadline is Friday July 20th so we have time to get all of the tickets we need. We will have a table set up next to the steps into the park on that night 30 minutes before the game for you to pick up your tickets. Remember that it is \$1.00 hot-dogs, fries and popcorn night so come hungry.

August will be a strategic planning meeting and board meeting followed by a social. All of the events are open to all members. The date and location are yet to be determined... so please stand by.

TRIANGLE BUSINESS JOURNAL

Do you buy health insurance from one of these professionals? If not why?

A limited number of copies of the March 30th edition of the Triangle Business Journal—Health "Care Heroes" with our ad listing all of our members on page 42 left hand column will be available at our June luncheon for TAHU members.

Local TAHU Awards

On the home front we honored three of our own members at the June luncheon. There were Leslie McMillan as our sparkplug of the year. This award is given to a new member that has jumped in and assisted above and beyond. Our member of the year was Liz Gutierrez. While you could say that she also was a sparkplug, the awards committee decided that she had gone beyond that with her work on both the public service committee, helping on the awards committee by compiling documentation for submission for the Pacesetter award, submitting articles to the newsletter and working the check-in desk for all of luncheons. Our Final award was the Rufus B. Langley award given to a member that has worked for the local association for several years, has donated time on a state and/or national level, and exemplifies the NAHU spirit. The award is not given every year but only when the awards committee feels that a member has met all of the special qualifications. This year's winner is Bill Hendrickson. Bill has been a member of our association for several years. He lives in Chapel Hill and currently serves as both our local and our state legislative chair. Bill helped organize our Day on the Hill event, the adopt a legislator program and has been very active at Capital Conference. We are lucky to have three persons of this caliber in our association.