



President's Message

Teri Gutierrez, TAHU President

We are getting to the end of the TAHU year and I would like to take just a minute and remind all of us of a couple of items. So let's start at the top of the list...

1. It is still not too late to submit for the LPRT award. Applications need to be faxed or postmarked by Friday. I know the form looks a little daunting but you would be amazed at how easy it is to qualify... and you can add another pretty logo to your business card. The forms are found at www.nahu.org.
2. The golf tournament is coming up on the 10th of April. As of this writing we only have 12 teams... we need at least 18 teams to be able to contribute what we want to our two charities. Please consider sponsoring a team and remember our regular monthly meeting is before the event and is a breakfast.
3. Day on the Hill is the next Tuesday on the 17th of April. If you did not sign up but would like to attend please let me know and I will see what I can do to get you added to the list of attendees.
4. Our Membership contest is up on April 15th so far we have 10 new members, with one person sponsoring two new people and the others are all singles.. it's not to late to earn those movie passes.

Last I would like to receive some feed back on the July meeting. Last year we had a night at the Durham Bulls. It was a hot night but our seats were in the shade. We had about 20 members and their families attend. Is this an event we would like to have again this year? Before the association spends your money the board would like your input. Please go to our web site www.nctahu.org and tell us... if you want a fun meeting at the ball park, a regular meeting, or no meeting for the month of July.

14th Annual TAHU Charity Golf Tournament

Tuesday, April 10, 2007

Join us for the 14th Annual TAHU Charity Golf Tournament Tuesday, April 10th at Devils Ridge Golf Club after the monthly TAHU meeting. Here are the details:

- 11:00 AM shot-gun start
- Superball format.
- \$125 per person includes green fee, cart fee, range balls, goody bag and boxed lunch.

To participate register [here](#).



Next TAHU Meeting — Breakfast

8:00 AM Tuesday April 10th

[Devils Ridge Golf Club](#)

5107 Linksland Dr.

Holly Springs, NC 27540

[Google Map Directions](#)

[Register Online](#)

TAHU April Breakfast Sponsor



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New TAHU Members

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

- Todd Gecewicz (Teri Gutierrez)
- Brooks Powell (Graham Blanton)
- Lisa Price (Jack Kenley)

Legislative Update

Robert Paschal

Read about the latest health care legislation by or lobbyist Robert Paschal in his [weekly reports](#) on our website.

The Three-Myths of a Single Payer System

April Breakfast Topic

NAHU's The Three Myths of a Single-Payer System

"Canadian-style single-payer." We thought we'd heard these words for the last time when the infamous Clinton health plan of 1993-94 failed, costing the Democrats control of Congress after nearly 40 years.

Today the presidential candidates are feeling the pressure from voters to tackle the escalating health care crisis with bold and comprehensive solutions. So when the Center for American Progress and the Service Employees International Union invited all the candidates to Las Vegas to debate health care reform; former Senator John Edwards the driving force behind the health care debate came with a detailed plan to assure health coverage for everyone in America. Illinois Sen. Barack Obama has rejected "tinkering and half-way measures." He declared in January that he plans "in the next few months" to lay out a health care plan that will cover everyone "by the end of the next president's term"— meaning his first term. And Senator Hillary Clinton, is somewhat more cautious, saying she won't lay out a plan until she "listens to what the people want." Congressman Dennis Kucinich came with a clear and detailed plan for health care for all. He is a co-sponsor of H.R. 676, a "single-payer" plan covering all Americans in a public system.

As health insurance professionals we must clearly articulate to our fellow citizens what the unfortunate realities of single-payer systems and their negative impacts on the quality of health care. Antonio and Elizabeth Gutierrez will be presenting NAHU's *"The Three Myths of a Single-Payer System: A Training Program for NAHU Members"* explains the three most common misconceptions:

- Myth #1: Everyone Has Access
- Myth #2: They Have Better Outcomes
- Myth #3: It Costs Less

Awards Time Again

David C. Smith

Immediate Past President

As we approach the end of our year, it falls on me to begin the process of identifying who in our association should be honored by our Association. I am seeking nominations for the Member of the Year, Sparkplug Award and the Rufus B. Langley award. The awards past recipients are listed along with a link to the criteria at <http://www.nctahu.org/awards.html> . Please check it out and send in a nomination.

Member of the Year—Nomination Qualifications

- All candidates must have contributed significant time and talent to the health insurance industry and their local association.
- All candidates must hold a current NC Insurance License and be a current or retired past member of TAHU.
- All candidates must have a well-rounded background representing the finest type of individual who has been community oriented, and has shown significant support to all aspects of both personal and professional achievement.

Sparkplug — Nomination Qualifications

- All candidates must have contributed significant time and talent to the health insurance industry and their local association.
- All candidates must hold a current NC Insurance License and be a member of TAHU.
- The recipient will be a "newcomer" interested in furthering their career in the insurance industry
- The recipient will have demonstrated leadership in their assistance to the association on a local, state or national level.

Want More Room In Your Closet, Attic, House???

Leslie McMillan, Public Service

We invite you, your family and friends to participate in our Spring Public Service project by donating clothing to The Soroptimist Society Cloth Closet. The Clothes Closet which is located in downtown Raleigh, in a valuable Raleigh resource providing appropriate work clothing at no charge to women and men referred by partnering Triangle area community service organizations. This clothing closet is staffed by the Raleigh Soroptimist Society, a group of women dedicated to helping low income families reenter the job force or taking charge of their lives. Help others feel great as they step out in style by bringing gently worn women's suits, business casual clothing, and pocket-books, costume jewelry, etc. to our next two meeting on Tuesday April 13th at Devil's Ridge and again in May. Of particular demand are sizes 0, 2, and 4 as well as 2 x and larger, but all sizes are needed. Please put clothing on hangers or in shopping bags if possible. Thanks you. For more information or a special pickup of large amounts contact Leslie S. McMillan @ 919-271-6898 or lsm-insurance@nc.rr.com

2007 NC Day on the Hill

Tuesday-Wednesday April 17-28

NC legislators are making laws which affect you and your business; don't be "out-of sight - our of mind". It's your time to be seen and heard in the North Carolina General Assembly.

When:

April 17th, Holiday Inn Brownstone Hotel, 1707 Hillsborough St., Raleigh NC

April 18th, General Assembly, Legislative Building, Raleigh NC

For a complete list of current legislation, visit our [law and legislation](#) page.

The criteria for the Rufus B. Langley award can be found online at http://www.nctahu.org/Rufus_B_Langley%20Award.pdf

If you have a nomination for any of these awards, please forward to me at david@beninslaw.com by May 25, 2007.

NCAHU Does It Again

Elizabeth Gutierrez

A lawyer, an economist, and an insurance executive walk onto a stage. No, it is not the beginning of a bad joke. Actually, these were some of the panelists for an incredible discussion on wellness programs; just one of the many outstanding programs presented at Symposium. "For Your Eyes Only," NCAHU 2007 Symposium was a huge success. The conference staff brought in a wide variety of speakers including a lobbyist, a National President, several insurance experts, and nationally recognized motivational speakers.

As a first time attendee I arrived in Winston-Salem with few expectations. Upon leaving the conference on Wednesday, I wonder how next year's team will top this event. I was overwhelmed by the complexity and degree to which the conference theme was integrated into every aspect of the conference. I was astounded by the caliber of professionals invited to speak and the variety of programs presented. No doubt most attendees would agree with my sentiments. Dave Fear, NAHU President, called this year's conference "one of the most splendid, well organized and attended state conferences."

You do not have to be new to insurance to appreciate Symposium. At lunch on Tuesday I sat next to a lovely middle-aged woman from central N.C. She told me she had been in the industry for more than 20 years. I was eager to know if she had any tips for a rookie like me. I told her this was my first Symposium and asked her how many she had attended. Shock flew across my face when she said this was her first! After 20 years in insurance, she finally attended a Symposium and she will be back again next year.

Even if you missed out this year, you can still mark your calendars for next year. Whether you are new to the industry or seasoned veteran, there is a lot you can gain by attending Symposium. I will see you there next year.

Meeting begins at 1:00 PM, April 17th at the Brownstone Hotel to review our legislative agenda and ends after legislative visits on the morning of April 18th. Schedule your appointments with your state senator and representative.

Contact [Teri Gutierrez](#) if you're interested in attending this important event.

For a complete list of current legislation, visit our [law and legislation](#) page.

2007 Symposium a Success

Over 50 TAHU members attended the 2007 NCAHU Symposium at the Benton Center in Winston-Salem, NC. Over 600 members from throughout NC attended the two-day event with over 67 exhibitors and 12 hours of presentations earning 12 CE credits. The Symposium also featured a performance by the 82 Air Borne Choir. You can see more photos at www.ncahu.org

