



From the Presidents Desk...
Liz Gutierrez Gallops - TAHU President

NAHU FOR YOU

In honor of election season I am dedicating this month's installment of "NAHU FOR YOU" to the Political Action Committee (PAC). PACs are a resource which allow individuals with a common interest to pool money and make campaign contributions to candidates that support the group's common interests. Since NAHU and similar organizations are prohibited from making political contributions, PACs are our way of making sure our voice is heard.

Did you know that we have two PACs, HUPAC and NCPAC. HUPAC is the national PAC for NAHU. Monies collected for HUPAC go toward candidates for US House or Senate positions as well as gubernatorial races. NCPAC is organized by NCAHU, the state level of NAHU. Monies raised go toward state races including NC House and Senate.

HUPAC is on its way toward being a Million Dollar PAC, but we still have much work to do. Unfortunately, only 13 Triangle members are giving to HUPAC, that's less than 7%. Even less than that give to NCPAC.

You can set up a one-time or monthly donation online at www.hupac.org. I challenge each of you to sign up for at least \$10/month. Campaign season is upon us and we need to make sure those who appreciate the role of the agent are elected to office.

"Every man owes a part of his time and money to the business or industry in which he is engaged. No man has a moral right to withhold his support from an organization that is striving to improve conditions within his sphere."

Theodore Roosevelt

I hope you have found this information helpful and have a better understanding of how NAHU is working for you.

Liz

Next TAHU Meeting - PPACA Town Hall Meeting

Date: October 12, 2010
Registration: 8:00 a.m.
Seminar begins: 9:00 a.m.
Location: Brier Creek Country Club

Please See below for details

TAHU Financial Reports
Henry Stewart - TAHU Treasurer

The latest TAHU financial reports are available anytime online at:
<https://accounting.quickbooks.com>

Login Name: **tahumembership**
Password: **triangle**

You can see a variety of reports including profit & loss, balance sheets, invoices, budget vs. actuals, check and deposit details, and much more.

Logging into NAHU!

Liz Gallops - President

With a few simple steps, you can ensure that NAHU has your most up-to-date contact information. This will help us stay connected with you and help us make sure you are informed about all the important industry related issues.

Follow these simple steps to verify and update your contact information:

- Step 1: Go to www.nahu.org.
- Step 2: Click on "My NAHU."
- Step 3: Click on "Update My Information."
- Step 4: Log in.
- Step 5: Click on "Manage Contact and Profile Information."
- Step 6: View and update all the contact information on file for you.

If you cannot remember your login and password, please click [here](#).

Mark your calendar for our next TAHU meeting:

Date: November 10th, 2010

Time: 12:00 to 1:00

Location: Brier Creek Country Club

Speaker: Andrew Weniger

Topic: Healthcare IT in NC

Sponsor:



Assurity
Life Insurance Company

Board Member Spotlight
Jason Dewar
TAHU Secretary



Three things about me ...

I am an avid piano player.

I spent the first year after college in Eastern Europe (Slovakia).

I am distantly related to the Dewar's Scotch makers, though too distant to receive any proceeds!

Small Business Town Hall Meeting: PPACA Town Hall Meeting on October 12th from 9:00 to 3:30 at Brier Creek Country Club

Register for the Seminar

Town Hall Meeting Agenda

Topic:
The Patient Protection and Affordable Care Act (PPACA) passed by Congress and signed by the President may fundamentally change how American health care is financed. It is critical that small and mid-size employers understand how the new provisions will affect their employer-sponsored health insurance plans. While most federal and state enabling regulations have yet to be written, this seminar will share the most up-to-date information available.

Who Should Attend:
Business owners, CEOs, CFOs, COOs, HR professionals, CPAs, Insurance Agents and Brokers who are responsible for employee benefits for small and mid-size businesses.

Certification:
5 hours CE Credit, 5 hours HRCI Credit

Purpose:
The purpose of this seminar is to educate stakeholders of small to mid-size employers on the impact of the new PPACA provisions on employees and employer-sponsored health plans.

Objectives: At the end of this seminar you will be able to:

- Identify when specific PPACA provisions take effect on employers.
- Describe the impact of major PPACA provisions on small and large employers.
- Identify new PPACA reporting and notification requirements by employers.
- Describe new PPACA penalties on large employers.
- Explain tax law changes in 2011 and beyond impacting small to mid-size businesses.

Presenters:
Chad V. Blankenburg, RHU, President, NCAHU and NC Sales Manager for The Cason Group, Inc., a general agency that provides its agents and brokers with unparalleled sales, marketing, administrative and service support. He has been with the company since 2003. Prior to The Cason Group, he was with Pacific Life & Annuity. He graduated with a B.A. from Wake Forest University.

Teresa C. Gutierrez, LUTCF, Vice President, NCAHU and President of IBS/White Bear Group insurance and consulting group. Teri brings over 20 years of experience in group health, self-funding, disability, life, and voluntary benefits for mid-size businesses. Teri was also appointed to represent health insurance agents and brokers on the new North Carolina Health Benefit Exchange and Insurance Oversight Workgroup in preparation for the NC Health Insurance Exchange in 2014 as mandated in the PPACA legislation. She has bachelor degrees in Marketing and Business Administration from Barton College, NC.

Tom Snell, JD, is a managing partner of Benefit Edge of the Carolinas, Inc., a benefits consulting firm with offices in Raleigh, Durham and Sanford, NC. Previously, Tom was with the NC office for Wells Fargo TPA Services (formerly J. Smith Lanier & Co. Administrators), Trigon Administrators, and Mid-South Insurance Company. A graduate of Wake Forest University and NCCU School of Law, Tom has over 27 years experience in insurance and employee benefits. He has earned his CLU, ChFC, RHU, and REBC professional designations, and been involved in the design, implementation, and administration of a multitude of consumer directed health plans. Tom is a frequent speaker for continuing education courses, established an insurance school, and edits two national benefits newsletters.

Richard M. Reedman, FA, CFE, ACCA, CSA, EA, ABA/ATA, USTCP. Richard was born in England and has lived in the USA for the past 28 years. He became a US citizen in 1993. Richard attended DeMontfort University in the UK and qualified, in the UK, as a member of the Association of Chartered Certified Accountants (ACCA) - a professional worldwide organization for Chartered Certified Accountants. His credentials include: United States Tax Court Practitioner (USTCP); Enrolled Agent (EA) - Licensed to Practice and Represent Individuals and Businesses before the IRS; Certified Fraud Examiner (CFE) - a Global Professional Association - dedicated to the Investigation & Prevention of Fraud; Forensic Certified Public Accountant (FCPA) - Forensic Accounting & Fraud Investigation; Certified Senior Advisor; Member of the National Society of Accountants (NSA); Accredited Business Accountant (ABA); Accredited Tax Advisor (ATA); Member of the National Association of Tax Professionals (NATP); Secretary - Central Carolina Chapter - As-

Membership Drive

Dan Odorizzi - President Elect.

Renewing your membership is an important yet simple task. None of us want to have our membership lapsed. Therefore, it is important to know how renewals are processed and the expected timeframe for processing them. Much like applications for new members, renewals can be sent to NAHU and processed in a variety of ways. The online renewal process is the most efficient and timely method, while mailing takes the longest processing time.

Online renewals: When a renewal is completed online the member's dues are instantaneously renewed. This is possible because the online renewal form is directly linked to the membership database. You will receive an automated receipt verifying the renewal within minutes of renewing online.

Faxed renewals: Yes, renewals can be sent to NAHU via fax. Faxed renewals should be sent to 703-841-7795 and it can take up to 2 weeks for the renewal to be processed.

Emailed renewals: Renewals can be scanned and sent to NAHU via email with credit card information. The email should be directed to membership@nahu.org and it can take up to 2 weeks for the renewal to be processed.

Mailed renewals paying with a credit card or check: Mailed renewals can be sent to NAHU at the national office or returned to in the envelope provided with the mailed invoice. Because the mailed renewal has to go through several channels, it can take up to 4 weeks for the renewal to get processed. This is true for any type of mailed renewal, including payment with a check, credit card, or changing to the monthly draft option.

Telephone Renewals: Members may contact NAHU membership staff and pay their dues over the telephone with a credit card. Typically the payment can be processed on the same business day and the member will receive confirmation right away.

I hope this information is helpful. If anyone has questions or needs assistance with their renewal, please do not hesitate to [contact me](#).

Dan Odorizzi

2010-2011 TAHU Board

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|-----------------------|-----------------|
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