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Arizona Phoenix Association of Health Underwriters

Newsletter

August 2017

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Upcoming Events

September

09/19: GPAHU Member Luncheon

Phoenix Country Club
11:30am to 1pm

09/20: SAAHU Member Breakfast

October

10/17: GPAHU Member Luncheon

Phoenix Country Club
11:30am to 1pm

10/18: SAAHU Member Breakfast

President's Message
AAHU President- Jeff Wilkinson



As many of you know we voted in a new AAHU board for this year at the June luncheons and via email. I am extremely humbled by the opportunity to serve as the President of AAHU this coming year. I want to take this opportunity to thank all those that served on the board last year and all they contributed to make the last board year a great one. I also want to thank all those that are volunteering their time this year to serve on the AAHU board. We have a great board with many years of industry experience, see below list. This should be a great year and I look forward to working with all those on the board along with the great members of AAHU. This board has already been hard at work planning for this coming year with some great events coming down the pipeline. Some I would like you to keep in mind are our Day at the Capitol which will be held sometime in March and our Annual AAHU Symposium which will be held around the beginning of May again.

We recently held our annual strategic planning meeting on August 9, 2017. During this meeting, we discussed the goals each committee has during this upcoming year. Some of these goals include increasing membership, qualify for the Landmark award, put on a can't miss Symposium, increase HUPAC contributions and put another great event together for Day at the Capitol. During the recent Region 6 and 7 Leadership Conference, held at Talking Stick Resort, we had the opportunity to host a Social event at Top Golf Scottsdale and I want to thank all those that helped at the event and all the sponsors that helped make it possible.

At the NAHU Annual Convention held in Orlando, FL this past June, the new NAHU President Michael Embry was sworn in and he gave us a theme for the year, "Teamwork makes the Dream Work". I am a firm believer on great things can happen if we work as a team. As I mentioned before we have a great AAHU board, along with outstanding membership and I know we will accomplish great things as we work together. The industry seems to be changing daily with new tools and resources, changing regulations, along with so many other things we are seeing, but if we continue to speak up and look to help

March 2018

DAY AT THE CAPITOL

May 2018

Annual AAHU Symposium

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our clients and people in general good things will happen. NAHU has great resources and tools and I invite each of you to look at their website to utilize all the member resources you have, [NAHU](#). I hope we can continue to make the dream work through our teamwork this coming year.

Again, I look forward to this coming year and I am extremely humbled to be working with such great people. I can only hope to build on the amazing work that Immediate Past President Korina Gregg and Past President's Shelly Winson, Michael Ward, and so many others that came before them have put forth to help make AAHU such a great association. I encourage all of you to get involved and we are always looking for individuals to be part of committees. I would also encourage you all to donate to HUPAC even a small contribution can make a huge difference in our influence in DC, learn more [here](#). I know we are moving into the busy time of year and I wish each of you the professional and personal success you deserve.

I appreciate the opportunity to be the President of such a great association and more importantly the opportunity to serve each of you.

Sincerely,

Jeff Wilkinson- AAHU President 2017-2018

2017-2018 AAHU Board

<i>Position</i>	<i>Name</i>	<i>Email</i>
President	Jeff Wilkinson	jwilkinson@tdadental.com
President Elect	Becky Kanoza	becky.kanoza@blackgould.com
AAHU Past President	Korina Gregg	korinagregg@gmail.com
Secretary	Natalie Malham	Natalie_malham@live.com
Treasurer	Jeri Cunningham	jcunningham1@humana.com
GPAHU President	Bernie Hynes	bhynes@hynesbenefits.com
GPAHU President Elect	David Slepak	david.slepak@redirecthealth.com
SAAHU President	Michael Bravo	michael@bravoinsurancesolutions.com
SAAHU	Michael	



President Elect	Grossman	
Board of Directors		
<i>Position</i>	<i>Name</i>	<i>Email</i>
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Communications - Newsletter	Denisse Bravo	Denisse@BravoInsuranceSolutions.com
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Media Relations	Denisse Bravo	Denisse@BravoInsuranceSolutions.com
Vanguard	Ben Frelka	bfrelka@unum.com

Help Us Help You By Contributing to HUPAC



PERSONAL. FLEXIBLE. TRUSTED.

HUPAC is the political action committee of the National Association of Health Underwriters (NAHU).

It allows NAHU members to combine our resources and strength to make a difference where it will have the greatest impact for our colleagues, our clients and, above all, our country. It is imperative that NAHU members work together to counteract the strong and united forces of special-interest groups that oppose the free enterprise system of health care.

Few other industries are as heavily regulated as health insurance. Therefore, your success, and that of your clients, is directly dependent upon the actions of Congress. It is absolutely critical that we help those members who are willing to consider our point of view in support of private sector health insurance.

YOU can help us make a difference. Please go to www.HUPAC.org for more information on how to donate to this worthy cause.

For more information you can also contact

Andrea Brody- AAHU and GPAHU HUPAC Chair

a_brody19@hotmail.com



The Leading Producers Round Table formed in 1942 to recognize the successful underwriters of Accident & Health Insurance. Today, the LPRT committee is committed to making LPRT the premier program for top Health, Disability, Long-Term Care and Worksite Marketing Insurance producers, carrier reps, carrier management, and general agency/agency managers.

"TEAMWORK MAKES THE DREAM WORK"

Do you qualify for LPRT, have you looked at LPRT? Want to learn more about LPRT? Click [HERE](#) to learn how you can differentiate yourself. Or contact the AAHU LPRT Chair.

AAHU LPRT Qualifiers:

- **Jerome T. Anderson :Lifetime & Qualifying Soaring Eagle**
- **Eleanor M. Brockhurst :Lifetime & Qualifying Soaring Eagle**
- **Lori Crandall: Soaring Eagle**
- **Kristine M. Kassel, RHU :Lifetime**
- **Ken R. Leombruno :Lifetime & Qualifying Eagle**
- **Korina Kay Gregg :Golden Eagle**
- **Judy Anne Johnson, MHP, RHU :Lifetime**
- **Franklin L. Turner: Lifetime**
- **Rosanne Wolfe, RHU: Lifetime & Qualifying Golden Eagle**

Korina Gregg- AAHU LPRT Chair

korinagregg@gmail.com

Submit Your "Brokers Making a Difference" Story!

Agents and brokers have gone above and beyond to cater to their client's needs. We work to obtain insurance for clients who are struggling to balance their desire to purchase high-quality and comprehensive health coverage with the reality of rapidly escalating medical care costs. Our priority is to walk you through the purchasing process, claims issues, follow-up service questions and compliance matters throughout the life of your policy.

What you can do:

- Tell your story - You don't have to be a writer and NAHU will help with the editing.
- Share specific experiences of how you were able to make a difference in the life of a client.
- Have your client share their own story personal story.
- Encourage your colleagues and friends to share their stories as well.

Every story conveyed helps to enhance the movement that brokers DO make a difference. Click on this [link](#) to the submission page to send in your story today!

Your submissions are greatly appreciated!

Be sure to visit us at www.azahu.org

Arizona Association of Health Underwriters, P.O. Box 775, Tempe, AZ 85280

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