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Arizona Association of Health Underwriters

Newsletter

January 2018

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Upcoming Events

February 2018

GPAHU Monthly Lunch

02/20/2018

11:30 am-1:00 pm

Controlling Pharmacy Costs

Phoenix Country Club

2901 N. 7th St.

Phoenix, AZ 85014

[Register Here](#)

SAAHU Monthly Breakfast

02/21/2018

8:00 am- 10:00 am

Managing Change and Stress

Sheraton Tucson Hotel and Suites

5151 E Grant Road

Tucson, AZ 85712

[Register Here](#)

NAHU Capitol Conference

02/26-02/28

Hyatt Regency Capitol Hill

[Capitol Conference Details and
Registration](#)

March 2018

AAHU DAY AT THE CAPITOL

President's Message

Last month you may have received an email from me stating I was sharing something with you via Dropbox. This email looked like it was from me but if you looked at the email address it was jwilson@tdadental.com instead of my correct last name spelling. These types of hackers are getting more and more clever in an attempt to get information. It got me thinking of how important it is to keep information secure and to make sure you know what you are clicking on in emails and other forms of electronic communication. We are trusted agents and advisers for our clients and we hold some of their most important and valuable information. We need to be vigilant at keeping them safe and continuing to keep their trust.

"Ransomware, used by hackers to target all kinds of organizations worldwide, is a type of malicious software surreptitiously installed on a computer that encrypts files and then holds the data hostage in return for payment of a ransom. After a computer's hard drive is encrypted, a ransom note typically appears on the user's screen, demanding payment for a software "key" to unencrypt it", Glen Slabodkin, of Health Data Management. No one really expects this to happen to them, but it does to organizations worldwide both large and small and we need to make sure we are putting in safe guards to protect our clients and partners.

Norton has some advice on how to keep the information we store safe:

Five Simple Dos and Don'ts:

1. Don't pay the ransom. I can hear someone asking, "But won't you get your files back if you pay the ransom?" Just like a bully who tires of the keep-away game, you likely will get your files back if you pay. But you may not. Sensing a sucker on the hook, you might get asked to pay again and again. But let's say you've got an honest thief, one willing to unlock your files if you pay. Why would you ever give money to a

Date:TBD

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NAHU CEO Janet Trautwien

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May 2018

Annual AAHU Symposium

Date:TBD

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crook? Especially one who will use the money to fund playing bully to a host of other people? It just doesn't seem right to me.

2. Don't click on attachments in email. There are a lot of different gangs running ransomware scams, who use different ways to try and infect you. One of the most popular is using spam. The email could be saying there was a package for you that couldn't be delivered. Or a cool screensaver that you should install. Whatever the con, the bad guys want you to click on an attachment to install the malware. Don't do it. Just don't click.
3. Do keep software up to date. The bad guys know about weaknesses in the software on your PC before you do. And they try to use them to get on your machine. It's called exploiting a vulnerability. Patching removes the vulnerability. If you're asked if you want to update your software - Do. It. Now. Waiting only helps the bad guys.
4. Do use security software. If you have a friend who is a security expert, who spends 24/7 keeping up on all the latest malware threats and watches over your shoulder whenever you are on your computer, you'll be pretty safe on the internet. Otherwise, get good security software to do that. Make sure it is more than Anti-Virus. I recommend Norton Security.
5. Do back up. No one ever thinks anything bad will happen to them, until it does. I sure hope you never have ransomware infect your machine. But if it ever does, wouldn't it be nice to have a copy of all your files somewhere safe? You can tell the bully where to get off. Everyone knows they need to back up their files. Now you have one more very good reason to do it.

These ransomware bullies are preying on us. But just by following a few simple dos and don'ts we can protect ourselves from them. And protect ourselves from all the other malware bullies out there.

I encourage you all to not only protect yourself from Ransomware but other Malware that looks to steal and use sensitive data. As Agents and Advisers, we strive daily to do everything we can to help our clients lets each make sure that we focus on keeping their information safe from attacks as well.

Jeff Wilkinson- AAHU President 2017-2018



Southern Arizona Association of Health Underwriters Recognized with Gold Certification

Tucson, Arizona (01/12/2018) - Southern Arizona Association of Health Underwriters was recently recognized with Gold Certification on 01/12/2018.

SAAHU was recognized for this award as part of NAHU's Chapter Certification Program, which is an ongoing program that recognizes excelling chapters throughout the calendar year.

"The leadership of NAHU members has a far-reaching impact on providing for the healthcare needs of individuals, families and business in their communities. We are grateful for SAAHU's hard work with chapter development and recognize them for their efforts with this well-deserved award," said NAHU CEO Janet Trautwein.

Michael Bravo- SAAHU President



2018 Sponsor Opportunities

"TEAMWORK MAKES THE DREAM WORK"

Thank you to our 2017 sponsors!

As you know sponsorships are on a calendar year basis, and we are still actively working on our 2018 sponsorship campaign. We have received 2018 commitments from Blue Cross Blue Shield of Arizona, Aetna, Black Gould & Associates, Delta Dental, Humana, United Healthcare, BASIC, National General, Arizona Benefit Plans, Cigna, Rogers Benefits Group, SecureCare Dental, and Redirect Health.

A sponsorship package gives your company exposure to over 500 professional insurance brokers in Arizona through newsletters, monthly member meetings for both SAAHU and GPAHU, educational meetings, golf tournaments throughout the year (SAAHU in the spring and GPAHU in the fall), as well as our annual state Symposium. For additional information, please reach out to Becky Kanoza.

Becky Kanoza
2017-2018 AAHU Fundraising Chair
520-290-3051
becky.kanoza@blackgould.com



Member Benefits

NAHU members are eligible for discounts on products and services that can enhance their business success and increase their bottom line, including E&O insurance, technology, and compliance savings. By utilizing the NAHU-exclusive discounts offered by the following vendors, members can often more than recoup their membership investment.

When contacting vendors for more information, members should mention their NAHU membership.

<https://nahu.org/resources/member-benefits>

Promote Yourself with NAHU tools

NAHU has created resources for NAHU members to use to promote themselves and their business. By using these resources, NAHU members will distinguish themselves as leaders in their industry among clients and colleague

<http://nahu.org/resources/promote-yourself>

2017-2018 AAHU Board

<u>Position</u>	<u>Name</u>	<u>Email</u>
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 President Elect	Michael Grossman	
Board of Directors		
<u>Position</u>	<u>Name</u>	<u>Email</u>
Vice-President	David Slepak	david.slepak@redirecthealth.com
Awards	Nicole Dyson	Nicole@wolfeinsurance.com
Legislation	Jennifer Farrell	jennifer.farrell@blackgould.com
HUPAC	Andrea Brody	a_brody19@hotmail.com
Membership	Heather McDougall	youragentheather@gmail.com
Public Service	Terry Rulon	trulon@azblue.com
Professional Development	Judy Johnson	judy.a.johnson2@optum.com
Symposium	Michael	michael@emergingbenefits.com

	Ward	
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Communications - Web	Michael Bravo	michael@bravoinsurancesolutions.com
Communications - Newsletter	Denisse Bravo	Denisse@BravoInsuranceSolutions.com
Fundraising	Becky Kanoza	becky.kanoza@blackgould.com
LPRT	Korina Gregg	korinagregg@gmail.com
Media Relations	Denisse Bravo	Denisse@BravoInsuranceSolutions.com
Vanguard	Ben Frelka	bfrelka@unum.com

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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