

Having trouble viewing this email? [Click here](#)



Arizona Phoenix Association of Health Underwriters

Newsletter

October/November 2017

In This Issue

Upcoming Events

President's Message

Awards Earned

HUPAC Update

Media Relations Update

AAHU Board 2017-2018

President's Message

Let the fun begin.

This time of year is one of my favorite, not only for personal reasons but for professional reasons as well. I find the days filled with excitement and fast paced action. As I drive into work each day I know each day will be different and many opportunities will present themselves. I love working in this industry and the many opportunities that are presented each day, and this time of year many are presented. I believe challenges, or opportunities as I like to call them, are the driver for real growth. Our industry has provided many opportunities over the past couple of years for us to grow and adapt. I am in awe at the ability of you to do so, not only adapt, but to thrive and continue to offer the much-needed guidance to your clients. We are an industry of doers and growers, taking opportunities and thriving in the chaos.

With all this change in mind we are currently in the planning process of our annual AAHU State Symposium. As a board, we want this to be your event with topics and speakers you are most interested in hearing. If you have a topic you want to hear or a speaker you think would be a great addition please let us know, emails and contacts below for Symposium Committee. We want this event to be one that is a must attend and with your help on topics we are confident we can make it one.

This paragraph is the same as last months but I think it needs to be said again. I encourage each of you to strive to attend Capitol Conference in Feb, here is a link, this is a time we can lobby and have our voices heard. NAHU does a great job at this conference, they can offer talking points and help in lobbying visits. We have a great State Legislative Chair, Jen Farrell that can help as well. This conference above all others is the most important to be a part of and attend. With this I would also encourage each of you to contribute to HUPAC, this helps us get a seat at the table and have our opinions heard in Washington. Also participating in the Operation Shouts, this is a primary way to engage in advocacy for the consumer by supporting legislation that

Upcoming Events

November

11/21: GPAHU Member Luncheon
Phoenix Country Club
11:30am to 1pm

December

12/01/2017 GPAHU Golf Tournament
McDowell Mountain GC
7:00 am Check-in
8:00 am Shotgun start

[Golf Registration and Details](#)

February 2018

NAHU Capitol Conference
02/26-02/28
Hyatt Regency Capitol Hill

[Capitol Conference Details and Registration](#)

March 2018

DAY AT THE CAPITOL

May 2018

Annual AAHU Symposium

ensures the future and stability of the insurance industry.

Thank You To Our Loyal Sponsors!



An Independent Licensee of the Blue Cross and Blue Shield Association



As Thanksgiving will be here before we know it, I want to wish you all a Happy Thanksgiving and hope you get some much-needed time to spend with Family and Friends. I know I am extremely thankful for the freedoms I enjoy in this great country we live in. I am also thankful for the many people I come to know and associate with through this great industry and fantastic association, AAHU.

Sincerely,

Jeff Wilkinson- AAHU President 2017-2018



2018 Sponsor Opportunities

Thank you to our 2017 sponsors!

As you know these sponsorships are on a calendar year basis, and we are already actively working on our 2018 sponsorship campaign. Already we have gotten 2018 commitments from Blue Cross Blue Shield of Arizona, Aetna, Black, Gould & Associates, and Delta Dental. 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



Help Us Help You By Contributing to HUPAC

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

BROKERS *making a*
DIFFERENCE

**Submit Your "Brokers
Making a Difference" Story!**



**"TEAMWORK
MAKES THE DREAM
WORK"**

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!

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	Nicole@wolfeinsurance.com

	Dyson	
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 Ward	michael@emergingbenefits.com
Symposium	Shelly Winson	shelly@truechoicebenefits.biz
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

[SafeUnsubscribe™_{recipient's email}](#).

[Forward this email](#) | [Update Profile](#) | [About our service provider](#)

Sent by jwilkinson@tdadental.com in collaboration with

Constant Contact 

Try it free today