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# Arizona Phoenix Association of Health Underwriters

Newsletter

September 2017

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## Upcoming Events

### October

**10/17: 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

### February 2018

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

### March 2018

**DAY AT THE CAPITOL**

President's Message  
AAHU President- Jeff Wilkinson



As I sit here today it is hard to believe we are already in September. This year has been flying by and sometimes I think I am just hanging on to the ride. This has been an interesting year for our industry so far with different players in the White House. I encourage you all to get involved in the business of your business. Contact your representatives in Washington let your voice be heard. We as an association have come so far and the more we all become involved the more influence we can have in inevitable changes that will be made. I truly believe it is an exciting time to be in our industry and now more than ever we can become a part of change. One of my favorite quotes is "The single biggest problem in communication is the illusion that it has taken place". Look to communicate to your representative so we can be a part of the change and success of our industry.

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 if 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 ensures the future and stability of the insurance industry.

I want to again thank you for the opportunity to be a part of your association. As we enter the 4th quarter and our days get longer may each of you continue to find success and happiness.

Sincerely,

Jeff Wilkinson- AAHU President 2017-2018

**May 2018**

Annual AAHU Symposium

*Thank You To  
Our Loyal  
Sponsors!*



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***2017 Awards at Annual NAHU Convention and Exhibition  
in Orlando, Florida***

Congratulations to all the award winners! It takes a lot of hard work and effort on the individual, local, state and regional level to win these awards! Feel proud to be part of this. If you didn't win this year, apply again next year. There are a lot of awards out there to apply for within NAHU. Visit the [NAHU website](#) or contact your chapter, state or regional Awards Chair for more details.

**Chapter Awards**

Pacesetter- SAAHU, Southern Arizona Association of Health Underwriters

**Individual Awards**

Distinguish Service Award

Ray Magnuson- SAHUU

Shelly Winson- GPAHU

**Chapter Certification**

Silver Certified - SAAHU

**Regional Awards**

Blue Chip of Excellence Top Small Region- Region 7

Blue Chip Award

Region 7- Rosanne Wolfe, Region 7 RVP

Respectfully Submitted:

Nicole Dyson

2017-2018 AAHU Awards Chair



## 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](http://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](mailto:a_brody19@hotmail.com)

**BROKERS** *making a*  
**DIFFERENCE**

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



PERSONAL. FLEXIBLE. TRUSTED.

**"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**

<b><i>Position</i></b>	<b><i>Name</i></b>	<b><i>Email</i></b>
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	
<b>Board of Directors</b>		
<b><i>Position</i></b>	<b><i>Name</i></b>	<b><i>Email</i></b>
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 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](http://www.azahu.org)**

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

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