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What's Up, WAHU?



Volume 2, Issue 1

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WAHU President's Report

It has been all to quiet on the WAHU publishing front, but not on the local/national news front. There has been much unheralded chapter and membership activity over these recent months. There were some unexpected circumstances which arose with our volunteer responsible for our WAHU newsletter. We are taking another shot at getting consistency back into the formula.

In recent months, with so much to read from NAHU about legislative activity at the federal level, you have all undoubtedly exceeded your reading quota for some time. Regardless, I want to open up by encouraging your immediate participation in supporting this enterprise. Just for a start, remember to save January 27th for the Day on the Hill in Olympia. More details

will be coming on this annual joint NAIFA/WAHU event. We are inviting articles, reports and updates from all the state board members, local Chapter officers and the general membership. Please join our effort to revive this monthly (or bi-monthly) E-newsletter with your contributions.

It will be important as we approach the opening of the State legislature that we are communicating local chapter and state issues/events on a regular basis. To that end, we have set up an e-mail address for your journalistic efforts at wahunews@gmail.com. Please make an extra effort to share with the rest our state membership. Thanks for your collective patience.



Bob Holland, WAHU State President

A Note from Mollie Jenkins



As Membership Chair for Washington Association of Health Underwriters, I am very pleased with our membership count. Given the economic circumstances and the fact that some of our folks have left the industry, I think the State Chapter is doing quite well as a whole. Our State Membership is down about 16%, but some local chapters have increased their rolls, e.g., Tri County Association of Health Underwriters is up 23% for the year to date!

Chapter Membership and Retention Chairs are focusing on retention efforts. Local Chapters are also inviting nonmember agents and carrier reps to attend monthly meetings as guests so they may see the benefits of membership first hand and also to enjoy the camaraderie of others in our industry.

“As a Region – we need to grow by a net 20% in the coming year. This amounts to net 707 new members throughout the Region – a goal that we need to be extremely serious about. Retention is critical and very important – we need to retain as many members as possible,” said Dwight Mazzone, Region VIII Membership and Retention Chair.

“...Chairs are focusing on retention efforts.”

A 20% increase in Washington's Chapter would be 86 new members from all five Local Chapters . . . a challenging goal for sure.

Any special Membership Campaigns the Region would like to sponsor will be welcomed and supported by our State and local Chapters.

Happy New Year.

Mollie Jenkins

WAHU Membership & Retention Chair (2009-2010)

TCAHU Membership & Retention Chair (2007-2010)



Washington Association of Health Underwriters

Day on the Hill 2010

January 27



Phoenix Inn, Olympia
415 Capitol Way N, Olympia,
WA 98501

Details Now Available!
Download the NAIFA / WAHU
Day on the Hill

flyer and registration form:

Word document:

<http://asi-seattle.us/wahu/2010%20Day%20on%20the%20Hill.doc>

PDF document:

<http://asi-seattle.us/wahu/2010%20Day%20on%20the%20Hill.pdf>

Contact your Legislator NOW
to make an appointment to
meet in the afternoon

To find your legislator or for
contact information:

[http://apps.leg.wa.gov/
DistrictFinder/Default.aspx](http://apps.leg.wa.gov/DistrictFinder/Default.aspx)



**You won't want
to miss this
exciting social
event!**

South Sound Association of Health Underwriters

Save The Date!

The SSAHU 2010 Winter Social

Thursday, February 11th 2010

Great American Casino
10117 South Tacoma Way
Lakewood, WA 98488
253-396-0500

Registration beginning at

2:30pm

Program from 3:00pm to

5:00pm

Live Music during Social

5:00pm to 7:00pm

Appetizers and Beverages will
be provided

Cost: \$25.00 per person or
\$20.00 if bringing one of the
following donations:

- Two non-perishable food items
benefiting Northwest Harvest
- Old cell phones benefiting Safeplace

Program

Federal Legislative Update:

Mark Rose,

Media Relations Chair, NWAHU

The Future of Medicare???

-Ron Haynes, *Health Insurance*

Specialist, MMA Field Operations

- *Centers for Medicare &*

Medicaid Services

State Legislative Update:

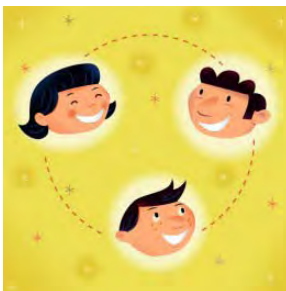
Sheela Tallman, *Manager Legislative*

Policy, Premera Blue Cross

RSVP Information Forms:

[http://www.asi-seattle.us/ssahu/2010-
SSAHU-Winter-Social-Invitation.doc](http://www.asi-seattle.us/ssahu/2010-SSAHU-Winter-Social-Invitation.doc)

[http://www.asi-seattle.us/ssahu/2010-
SSAHU-Winter-Social-Invitation.pdf](http://www.asi-seattle.us/ssahu/2010-SSAHU-Winter-Social-Invitation.pdf)



What is everybody up to?

**WASHINGTON
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Were' on the web!
www.WAHU-Online.org

What's Up, WAHU?

WAHU Mission Statement:

The Washington Association of Health Underwriters promotes the highest level of professional and ethical conduct amongst its membership. We deliver education, public policy information and policy recommendations to our members. In addition, we advocate consumer choice, accessible and affordable quality healthcare for our communities.



Announcing the 2010 WAHU Symposium

**Spokane
March 23, 2010**

Early registration deadline
March 9

**Seattle
March 24, 2010**

The symposium details and the printable registration form are in the downloadable Spring Symposium Flyer in both [WORD](#) and [PDF](#) formats.



Again this year we offer for your convenience online registration:

Spokane:
<https://asi-seattle.com/agent/wahu-spo/register.php>

Seattle:
<https://asi-seattle.com/agent/wahu-sea/register.php>

Exhibitors and Sponsors

Are you interested in exhibiting at one or both of the symposiums? Would you like to be a sponsor for some extra recognition and support the symposium at the same time?

If so, the details and printable registration form are in the Exhibitor's Spring Symposium Flyer in both [WORD](#) and [PDF](#) formats.

