



# NEIAHU Newsletter

October 2007

Volume 4-Issue 10



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Dear Barbara,

To change the way your name appears above, click on the "update profile/email" link at the bottom of this email.

## Don't miss this Month's Meeting!

**November 15, 2007**

**Noon at the Summit Club**

**25th Floor - National City Bank Building  
110 West Berry Street - Fort Wayne, IN**

### Program:

SCHIP, national health care, a fragmented marketplace, small business tax credits for wellness programs, Medicare Part D, "Sicko": do these sound familiar? The health insurance industry landscape is changing everyday, where are you getting the information that you need to advise your customers? NEIAHU invites you to participate in a discussion with area legislators State Senator David Long and State Representative Matt Bell on November 15 to learn how health care legislation at the state level will affect your business in the future. The discussion will include a review of healthcare legislation introduced in the previous session, what legislation is anticipated in the coming session, and the prospects for expanding health insurance coverage at the state level. Knowledge is power; do you have all the necessary tools to protect your future income? Plan to join us and bring an associate along with you!

Lunch:

**Members \$15.00**

**Non-Members \$25.00**

Please RSVP to Rita Musser at [rita.musser@verizon.net](mailto:rita.musser@verizon.net) by November 8th.

Did you know that you can use your NAHU Bucks to pay for your lunch? Present unsigned bucks when you arrive, must be current.

Message from the President

**President: Phil Wenino - Aflac**

**Vice President:** Vacant

**Immediate Past Presidents:**

Rhonda Lloyd - Anthem  
Dianne Schaffner-Humana

**Secretary:**

Lisa Heinkel-Hylant

**Treasurer:**

Rita Musser-Senior Insurance Solutions

**Awards Chair:**

Rhonda McDaniel-IntraHealth Solutions, Inc.

**Communication Chair:**

Barb Knox-IntraHealth Solutions, Inc.

**Education Chair:**

Ned Hart-Parkview Health Plan Services

**Sponsors Chair:** Jody Kinsey - PHP

**HUPAC Chair - Open**

**Legislation Chair:**

Cliff Miller-Wellpoint

**Media Relations Chair:**

Ryan Stoneburner-Health Insurance Inc.

**Membership/Retention chair:**

Jenelle Davis-IntraHealth Solutions, Inc.

**Technology Chair/Web**

**Master:** Bill Hartman-Hartman Marketing

**Public Service Chair:** Crystal Michel-Med Partners

As my first official duty as President of NEIAHU, I would like to offer sincere thanks to Rhonda Lloyd for her exemplary leadership and contributions to our chapter over the last 3 years. Her tireless efforts led us to our first Pacesetter Award, the Silver Seal Certification and 2007 Indiana Chapter of the Year award. She has left me with some very lofty, yet attainable goals for the coming year, and I will do my best to make her vision for our chapter a reality.

If you have a few minutes drop her an e-mail at [rhonda.lloyd@anthem.com](mailto:rhonda.lloyd@anthem.com) and thank her for all she has done for our chapter.

We will miss you Rhonda.

Phil Wenino

President - NorthEast Indiana AHU

## A Call to Action!

The House of Representatives is expected to vote soon on its Mental Health Parity Bill. As you know, NAHU does not support the House bill and much prefers the Senate-passed version. Please take five minutes to read more about the House bill and urge your U.S. Rep. to support the Senate version instead!

[Click here to to TAKE ACTION NOW!](#)

Thank you in advance for your support!

### Dear NAHU Members:

As most of you know, over the past week California has been plagued by wildfires that have resulted in loss of homes and loss of life.

It's hard to imagine how it would feel to see a lifetime of memories gone in an instant and how difficult the rebuilding process would be, both financially and emotionally. Each and every individual

impacted by this horrific situation will face tremendous obstacles as they struggle to put their lives back together.

We thought you would want to know that a number of NAHU members in California have been impacted by the fires.

Our thoughts and prayers go out to them at this difficult time. To our knowledge, none have lost their lives, and for that we are very thankful.

There is a tremendous cost to rebuilding a community, and we know that our generous members will be reaching out to the various relief organizations that are providing support services.

## Unlikely Alliance Forming on Healthcare

The top small business group, which helped doom a 1990s overhaul, is joining a diverse coalition in trying to forestall polarization.

By Ricardo Alonso-Zaldivar, Los Angeles Times Staff Writer

November 1, 2007

WASHINGTON -- The leading small-business organization, a lobbying juggernaut that helped kill President Clinton's health plan in the 1990s, plans to announce today that it is signing up with a diverse political coalition promoting access to affordable healthcare for all.

The National Federation of Independent Business will join AARP, the Service Employees International Union and the Business Roundtable -- which represents chief executives of major companies -- in an umbrella group called Divided We Fail. The effort is aimed at ensuring that healthcare and retirement security are at the top of the presidential candidates' domestic agendas next year.

The strange bedfellows are trying to forestall the kind of political polarization that doomed Clinton's healthcare plan, as well as President Bush's effort to overhaul Social Security.

"What is missing right now is not policy ideas," said Bill Novelli, CEO of AARP, the senior lobby. "There are lots of policy ideas. What is missing right now is political will."

The new alliance does not mean that its members are united behind one specific approach to healthcare reform; significant disagreements still divide them.

But they do appear to agree on the need for action and -- with opinion polls showing widespread support for change -- they see their alliance as a vehicle for assuring that its members will have a role in formulating new policies.

"Access to affordable health insurance is the No. 1, No. 2 and No. 3 issue for small business across the United States," said Todd Stottlemeyer, president of the National Federation of Independent Business. "For us not to be at the table in any serious conversations makes no sense. There really can't be a national debate about healthcare unless small business has a seat at the table."

The NFIB and AARP were on opposite sides of the hard-fought healthcare reform debate of 1993-94. The small-business group, with about 350,000 members and representatives in practically every congressional district, proved to be one of the more formidable adversaries of the Clinton plan. Its members were particularly incensed over a proposal that would have required most employers to contribute to the cost of coverage.

"They were vituperative," said Ron Pollack, executive director of Families USA, a liberal advocacy group that supports coverage for all. "They were joined at the spine with the far right of the Republican Party."

An estimated 60% of the 47 million uninsured people in the United States are small-business employees, owners and their family members.

The NFIB still opposes efforts to compel employers to pay for coverage, but Stottlemeyer said the group's members are alarmed that healthcare costs have only become more onerous and unpredictable since the collapse of the 1990s effort.

Sen. Hillary Rodham Clinton (D-New York), who as first lady played a lead role in developing and advocating her husband's plan, has also shifted ground.

Her plan as a Democratic presidential candidate would require individuals to get coverage, with government assistance for those who can't afford the entire cost.

If you're not sure where to give, we have some suggestions:

[The American Red Cross](#)

[The Salvation Army](#)

There are also a number of local organizations providing assistance.

We know our NAHU family is always ready to help those in greatest need.

Thank you for your continued support.

Best regards,

*Beth Ashmore*

NAHU President

*Janet Trautwein*

Executive Vice President and CEO

RHU Class Starting Soon!

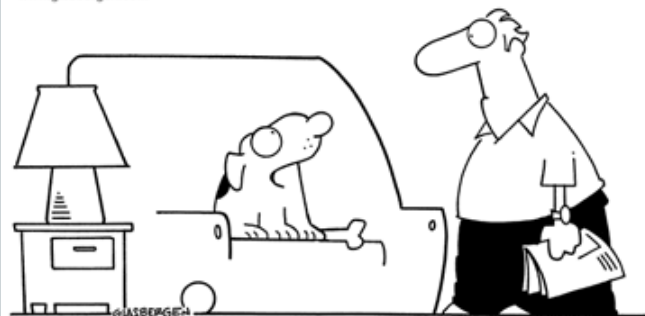


An RHU class will be starting in the fall.

We will be able to offer discounted prices if 10 or more members of NAHU enroll in the local class.

More information will follow as we get the details and schedule set.

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www.glasbergen.com



"I've outsourced my job to a dog overseas who will be your companion via web cam."

Large employers would have to contribute to the cost of workers' coverage, but companies with 25 employees or fewer would get incentives in the form of tax credits to offer health coverage or maintain an existing plan.

Stottlemeyer said the small-business group would bring to the table a strong emphasis on personal responsibility and controlling costs, as well as preference for market-based solutions instead of government programs.

The latter position could put it at odds with coalition partners AARP and SEIU.

"If we get down to the point of disagreement, we'll arm-wrestle later," said AARP's Novelli.

Said Stottlemeyer: "We have an obligation to at least actively listen to one another and engage with one another, instead of talking past one another or at one another."

ricardo.alonso-zaldivar@latimes.com

## Farewell from Rhonda Lloyd

It is hard to believe that I am in my 4th week on the new job.

Sagamore was a great place to be for the 4 years I was there, and I had hoped to work there for several years. It gave me the opportunity to meet and interact with MANY great people across the state. But with the change in ownership, new management, and new direction, it was time for me to move on.

I never would have believed that I would be here at Anthem, it is exciting, but it has proven to already be very demanding of my time.

Because of those demands I feel I have no other alternative but to resign my position as President of NEIAHU. Being a "no show" and not having the time to do the "work" the way it should be done would not help the chapter continue with the success and accomplishments they have worked so hard for. I really wanted to make it work and fulfill my

## Calendar of Events

### December 2007

**4-NEIAHU BoardMeeting - Noon at the Summit Club**

**20-NEIAHU Monthly Meeting - Summit Club - 12:00 PM**

***Christmas Party!***

### January 2008

**8-NEIAHU BoardMeeting - Noon at the Summit Club**

**17-NEIAHU Monthly Meeting - Summit Club - 12:00 PM**

**Speaker:**

**Topic:**

**Sponsor:**

**CE Presenter:**

**Topic & Hrs:**

### February 2008

**5-NEIAHU BoardMeeting - Noon at the Summit Club**

**21-NEIAHU Monthly Meeting - Summit Club - 12:00 PM**

**Speaker:**

**Topic:**

**Sponsor:**

**CE Presenter:**

**Topic & Hrs:**

### March 2008

**4-NEIAHU BoardMeeting - Noon at the Summit Club**

**20-NEIAHU Monthly Meeting - Summit Club - 12:00 PM**

**Speaker:**

**Topic:**

**Sponsor:**

**CE Presenter:**

**Topic & Hrs:**

### April 2008

**1-NEIAHU BoardMeeting - Noon at the Summit Club**

**17-NEIAHU Monthly Meeting - Summit Club - 12:00 PM**

**Speaker:**

**Topic:**

**Sponsor:**

**CE Presenter:**

**Topic & Hrs:**

### May 2008

**6-NEIAHU BoardMeeting - Noon at the Summit Club**

**15-NEIAHU Monthly Meeting - Summit Club - 12:00 PM**

**Speaker:**

commitment. Hopefully the plans that have been laid will carry them along. I do have some comfort in the fact that I think the board is GREAT!!!! Phil Wenino has filled the role of President of NEIAHU before, and I can't say enough about Rita. She is really the glue that keeps it all together.

This is one message I was trying to avoid writing as it has been a personal struggle just thinking about this over the past week. I will deeply miss interacting with the friends I have made. I have never quit anything in my life (other than a job or two). Should my situation change in the future, I would welcome the chance to again be an "active" member of NEIAHU.

Thank you,  
Rhonda Lloyd

**Topic:**  
**Sponsor:**  
**CE Presenter:**  
**Topic & Hrs:**

**June 2008**

**3-NEIAHU BoardMeeting - Noon at the Summit Club**

**19-NEIAHU Monthly Meeting - Summit Club - 12:00 PM**

**Speaker:**

**Topic:**

**Sponsor:**

**CE Presenter:**

**Topic & Hrs:**

**Sincerely,**

Barbara Knox  
NorthEast Indiana AHU Communications Chair

**NOTE:** *Copies of the NEIAHU By-Laws and Financial Reports, including the 2007-2008 Budget are available for review. Members may contact the Association Treasurer to request a copy.*