

Bill Hartman

From: Barbara Knox [bknox@neiahu.ccsend.com] on behalf of Barbara Knox [bknox@intrahealthsolutions.com]
Sent: Friday, August 31, 2007 8:01 AM
To: bill@hartmanmarketing.com
Subject: News from NEIAHU



NEIAHU Newsletter

September 2007

Volume 4-Issue 9



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Dear Bill,

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 and 1 hour of CE!
September 20, 2007

Speaker:

Michael J. Nader, Esq.
Baker and Daniels, LLP



**Topic: Wellness Programs:
The Legalities & Integration of Financial Incentives**

Approved for 1 hour of CE Credit

Mike Nader concentrates his practice in all facets of employee benefits. In addition to the traditional aspects, he also works closely with employers to develop strategies to eliminate or

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President: Rhonda Lloyd-Sagamore Health Network

Vice President: Phil Wenino-AFLAC

Immediate Past President:
Dianne Schaffner-Humana

Secretary:
Lisa Heinkel-Hylant

Treasurer:
Rita Musser-Senior Insurance Solutions

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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

minimize risk when denying or reducing benefits or responding to government inquiries. Mike spent several years as the Manager of Compensation and Benefits for a large corporation, which provided him with a greater understanding of the day-to-day issues (both internal and external) facing employers.

Board Memberships

· Fort Wayne Chapter of American Heart Association, Director

Professional Associations

· American Bar Association
· Lex Mundi College of Mediators

Sponsor:

Amy Dimberio - Signature Care



Lunch:

Members \$15.00

Non-Members \$25.00

CE:

Members Free

Non-Members \$10.00

Please RSVP to Rita Musser at rita.musser@verizon.net by September 14th.

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

Annual ISAHU State Awards Gala

Indiana State Association of Health Underwriters

Thursday, September 13th, 2007

5:30pm

Crowne Plaza,

Indianapolis, IN

Message from the President

By:

Rhonda Lloyd, President NEIAHU

The weather is HOT, and so is the Northeast Indiana Chapter! We were very pleased to receive word that we have been awarded our Silver Seal Certification.

Over the past month we have been very busy continuing our efforts to bring value to our membership. Just to name a few. . . .

- ❖ Board completed the strategic planning
- ❖ Board completed the local leadership training
- ❖ Members and Guests enjoyed a day of fun at the annual Golf Outing and just barely escaped the rain.
- ❖ 6 members of the Chapter attended the Region 3 Meeting held in Louisville, KY
- ❖ The Healthcare Conference Committee is in high gear with the final details for the upcoming September 27th Conference.
- ❖ The Public Service Committee is kicking off our first ever charity event in forming a team and collecting donations for the American Cancer Society's *Making Strides Against Breast Cancer* walk.
- ❖ Our "Webmaster" has been busy with the re-design of our website. Check it out at www.neiahu.org
- ❖ Our Media Chair had his article titled "Healthy Habits Can Cut the Cost of Care" published in this month's HIU Magazine. It's worth reading. . .see Page 89.

Our Education Chair has scheduled a great program for September. Michael J. Nader, Esq. of Baker & Daniels, LLP will be presenting "Wellness Programs: The Legalities & Integration of Financial Incentives". Our new meeting format will be in

The evening will consist of great food, good times, a great speaker, entertainment, and most importantly; Recognition of those members of the Association that have made significant contributions to the State Association, Local Chapters and the Industry

Cost: \$15.00 per person

(Early Bird registration on or before 8/23)

\$25.00 per person (from 8/24 thru 9/3/07)

If you need a registration form, send an email to bknox@intrahealthsolutions.com with "State Awards Gala Registration Request" in the subject line.

TENTATIVE PROGRAM:

5:30 - 6:30	Cocktails & Cash Bar
6:30 - 7:30 Delicious selections	Buffet Dinner -
7:30 Norm Springer, ISAHU President	Welcome -
7:35 to be Finalized	Guest Speaker - Yet
8:00 - 9:00 Local President & State Board Members	Award Presentations -
9:00 - 10:00 Conversation	Cash Bar &

Spouses and guests are welcome! Business Professional Attire.

Come rub elbows with those that make our industry Great!

Membership Message

By Jenelle Davis

This being my first year on the board representing the Membership Chair will be a challenging position! I am the "newbie", but received a wealth of knowledge and open arms from all of the attendees from the Region 3 Leadership Conference in Louisville, KY. Those individuals that represent all of the NAHU chapters are so eager to assist and provide support to all! It was a great pleasure to meet with Janet Trautwein and Beth Ashmore who are our industry leaders / spokes persons. NAHU employs an outstanding team of experienced professionals and ensure your needs come first.

place offering a 1 hour CE for our scheduled program. We invite all of you to come check us out!

Come Walk with Us on October 6th, 2007!



By:
Crystal Micheals, NEIAHU Public Service Chair

This year, hundreds of thousands of people will hear the words "you have breast cancer," and there's a good chance that some of them will be people we know and love. We have chosen to fight back against this disease and help make a difference by participating in the American Cancer Society Making Strides Against Breast Cancer® walk, and we hope you will join us.

Making Strides Against Breast Cancer is our opportunity to honor and celebrate breast cancer survivors, educate women about early detection and prevention, and raise money to fund lifesaving research and support programs to help fight breast cancer. But Making Strides is more than just the name of a walk. It describes the amazing progress we can make if we work together to defeat this disease.

Below is a link to our team page. We hope you will visit my site and sign up to join our team. Hope starts with us and it can continue with you. Please join our team and walk with us to

Jenelle's NOTE: Membership is needed in all NAHU chapters!! We are the industry supporters and without all of us coming together and representing our industry, who knows what our government will do in the upcoming years.... will we even have jobs???? Join, become a member! Our Fort Wayne chapter has got some great educational events, which will include CE.

Don't miss out!

The 50/50 is Making Strides!

The proceeds for the third quarter 50/50 raffle will be donated to the NEIAHU Walkers team to benefit Making Strides Against Breast Cancer. We will also have a basket at the registration table so that donations can be made directly to the NEIAHU walkers.

We have 9 walkers on our team and to date we have raised \$205! Great job to all of our walkers! Our goal as a team is \$1000. Thanks to all of you for your support and participation.

If you have not signed up to walk or make a donation, (or if you cannot make it to this month's meeting to contribute), please do so TODAY at [Making Strides Against Breast Cancer](#).

Charity Fundraiser

\$5 for 1 Ball or \$10 for 3 Balls!

experience an incredible day of inspiration and meaning, and to provide hope for all people facing breast cancer.

Visti the [NEIAHU Team Page](#) to join us, or click here to [Sponsor our Walkers](#).

Consumerism 101

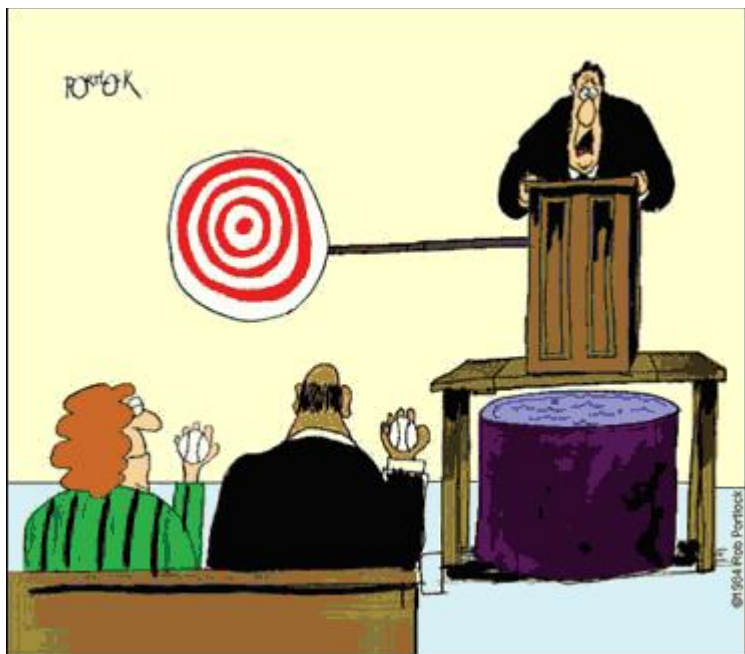
With the push to Consumer Directed Healthcare in the last few years, one key element has been over looked by many employers and agents alike, to the detriment of the plan participants in utilizing these plans.

That key elements is **EDUCATION.**

We have a coddled population that has grown accustom to "CO-Pays" and is now out of touch with the true costs of their healthcare. Too many times I have seen an employer put in a high deductible plan with no corresponding education to their employees, and the result is a train wreck! It does not take a great deal of time money or effort to put together some educational information on negotiating with providers. These same principals have been used by many without Health Insurance, and can easily be adapted for use by those with high deductible health plans.

Follow this link to an article with some very good advise on negotiating with providers.

[How to Save Thousands on Your](#)



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.

Calendar of Events

October 2007

3-NEIAHU BoardMeeting - Noon at the Summit Club
19-NEIAHU Monthly Meeting - Summit Club - 12:00 PM
Program: Pannel Discusion Featuring Local Emoloyers
Discussing Their Healthcare Challenges
CE for this Pannel Discusion is pending
Sponsor:

November 2007

6-NEIAHU BoardMeeting - Noon at the Summit Club
15-NEIAHU Monthly Meeting - Summit Club - 12:00 PM
Programe: Pannel Discusion Featuring Local and State
Representatives addressing Healthcare issues

Sponsor:
CE Presenter:
Topic & Hrs:

Healthcare

By Julian Kesner

Prevention

Updated: 10:25 p.m. ET August 16, 2007

**The time is fast approaching:
Are you registered for the Healthcare Conference?**

A Salute to American Healthcare

This year's event will be held September 27th at the Landmark Conference and Reception Center, 6222 Ellison Rd., Fort Wayne.

Registration begins at 8:30 a.m. with the first panel discussion beginning at 9:00 a.m. Our panel discussion will be on the topics of

Pharmacy Benefits, Wellness and National Healthcare.

Support your local NAHU chapter, by being a part of the event.

Our panelists include:

- Mark Melvin, Pharamacare**
- Dale Bultemeir, PHP**
- Allan Zaenger, Pharmaceutical Horizons**
- Terry Warner, Pfizer**
- Amy Dimberio, Worksite Wellness, Parkview**
- Occupational Health**
- Chase Braden, Humana**

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

June 2008

3-NEIAHU BoardMeeting - Noon at the Summit Club
19-NEIAHU Monthly Meeting - Summit Club - 12:00

Financial
Paul Moss, Lutheran Health
Network
Dr. Jeff Beardmore, United
Health Care

Peter Stein, NAHU

To be an exhibitor
Contact Jody Kinsey @
jkinsey@phpni.com.

For ticket information
Contact Lisa Heinkel at
lisa.heinkel@hylant.com

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.*

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