



OKAHU NEWSLETTER

MAY 2019

Annual Re-Cap



OKC, you are the reason we do what we do, and we do GREAT THINGS!

Here's a review of some of our successes:

We provided 13 hours of continuing education and will finish our year with 2 more.

We provided Legislative updates at our monthly meetings, & held our annual Legislative Update meeting this past March. Our Legislative committee works under the Oklahoma State Association and this team did another awesome year staying on top of legislative bills. The leaders at the National level are impressed with our Operation Shout activity----keep those up, members, and we will continue the drawing for a free meeting or mug.

OKC was able to send me to the Region VI meeting last May in New Orleans. Our member, Kelley Harmon, won a scholarship for Capitol Conference in Washington D. C. (way to go Kelley!) which allowed us to also send Carrie Cox as our 2nd delegate. Last June, we sent delegates Mike Dollins and Theresa Wormington to the National Convention in Kansas City.

We again qualified for Chapter Certification award and have filed for 4 other awards that are presented at the National Convention this June.

We had a winner, member Felicia Adcox, in our Korral The Ace of Spades card game, which resulted in a higher chapter financial donation to our charity, Toby Keith's OK KIDS KORRAL!

Member, Tom Schmidt, qualified for the Golden Eagle level of the Leading Producers Round Table. Congratulations Tom!

We can't do all of this without our Corporate Sponsors, their products, education, and financial support. We truly appreciate our members when they support these companies who support us.

Your board of directors and committee chairs are devoted to each and every one of you. We appreciate your membership and hope you can encourage others in our industry to help us help them and their clients by joining our amazing organization.

Thank you for a wonderful experience,
Andy Bigbie
2018-2019 OKAHU President

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Symposium Update

2019 April Symposium

Thursday, April 11th was filled with lots of information and 5 CE credits!!

A big thank you to our booth sponsors, breakfast & lunch sponsors, break sponsors, and our presenters! They deserve recognition for supporting our Association, agents, and healthcare industry!

THANKS
TO OUR SPONSORS!



- Aetna
- Assurity
- BCBS
- Cigna – *Break Sponsor*
- Delta Dental
- Kemper Health – *Sponsored Lunch*
- Sue Wilson Brokerage
- TASC
- Taber Brokerage- *Break Sponsor*
- Tallgrass
- UHC
- Vision Care Direct – *Sponsored Breakfast*

NOTE: Some of the CE presentations have been posted on our website. You need to be logged in as a Member to see them.

Membership

Welcome New Members!



Andrea Riley
NFP Corporate Benefits
Andrea.riley@nfp.com
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Sherry Richey
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Matt Brown
American Insurance Group
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580.772.8833

Remember to "Friend" and "Follow" us on social media!



Facebook: [okchealthunderwriters](#)



Twitter: [OKAHU_HealthUW](#)



Instagram: [okchealthunderwriters](#)



LinkedIn: [oklahoma-city-association-of-health-underwriters](#)



Membership

OKAHU is Rockin'!

14 new OKAHU members since last May



6 NEW Corporate Sponsors

7 Continuing Sponsors

OKAHU has 100% of our board contributing to HUPAC

3 people attended *Regional 5 & 6 Conference* in Nashville, TN

2 people registered to attend *National Conference* in June in San Diego, CA

Our Lobbying Firm followed **64** bills, which were narrowed down to **39**, which needed steady & aggressive follow-up.

Our lobbyist, Seth Rott, was honored with the 2018-2019 Young Republican of The Year Award. He is invaluable to our Legislative Committee & Association.

Legislative Committee members had meetings at the Capitol with Freshmen Senators & House of Representatives, telling them about OKAHU and how we can help them with bills related to our industry.

We ARE making a difference!

SAVE THE DATE

May 9, 2019

11:30 AM

OKAHU Monthly Mtg

CE: Insure Oklahoma

June 13, 2019

11:30 AM

OKAHU Monthly Mtg

Legis CE: State of the Union & Health Policy

OKAHU / OSAHU Annual

Installation of Officers &

Insurance Person of the Year Award

June 29-July 2, 2019

NAHU Annual Convention

San Diego, CA

OKAHU MEMBER BENEFITS

Continuing Education

As a member of the Oklahoma City Association of Health Underwriters you will receive the necessary hours and required courses needed to renew your insurance license. We provide these not only during our regular monthly luncheons at Quail Creek Country Club but we also offer two large seminars each year that can provide a half or whole day of continuing education.

Monthly Lunch Meetings

We have chosen Quail Creek Country Club as our host for monthly membership meetings. They have wonderful lunches with a large variety of fresh meat, vegetables and fruits to offer our members. This is a great opportunity to spend time with your colleagues and learn new issues arising in our ever-changing industry.

Legislative Advocacy

We offer three forms of Legislative advocacy through our two local committees in Oklahoma City and Tulsa in addition to our State committee. These committees work with our House and Senate representatives from both the state and national levels to bring current issues to the table so our members will know what might be around the corner that could or would affect our jobs and industry.

Networking with other Health Insurance Professionals

What better way to become a more effective sales person than to learn from others' mistakes and successes. Belonging to the Oklahoma City Association of Health Underwriters offers multiple opportunities to get together with other professionals around the country. A National Convention is offered annually that brings expertise in every facet of our industry to teach and share tried and true sales techniques. They offer leadership workshops that will help in our everyday lives as well as our own local associations.

NAHU Benefits

NAHU offers its members a multitude of educational opportunities, including advanced designation programs, continuing-education classes and online learning. NAHU provides its members with professional conferences and networking functions, publications and business-development tools. We also conduct advocacy efforts at the state and federal levels of government to advance the interests of health insurance professionals and to promote affordable and responsible private health insurance.

Legislative Update



KUDOS to our Oklahoma Legislative Team

Members from OKAHU, TAHU, and the state association, OSAHU, volunteer their time to serve on committees, attend meetings at our state capitol, travel to Washington, D.C., and correspond with our legislators and lobbying firm to keep them informed on healthcare topics.

Their work has pushed legislation in our favor for agents/brokers and stopped unsuitable legislation from passing.

In addition, our NAHU representatives remain the influential source of information for national healthcare. HHS Secretary Alex Azar and his team seek NAHU's opinions and guidance in shaping the future of our healthcare system.

We are thankful for all of the "behind the scenes" work that goes on politically to keep our industry moving forward in the right direction!



Understanding Your Dues

NAHU	\$330.00	NAHU Newsletters, Broker-2-Broker Chat Room, website access, discounts to NAHU events, products, & services, webinars, professional development Includes Benefits magazine and Operation Shout emails to let your legislator know our position on issues.
State	\$50.00	Promote activities & ethical conduct of insurance professionals through communication, continuing education and increasing industry knowledge and influencing legislation.
Local – OKAHU or TAHU	\$55.00	Dues help, but are not limited to: events, room rentals, website, communications
	\$435.00 Annually	

HUPAC (Health Underwriters Political Action Committee) (Goal: \$12/mo or \$150/yr)	“The purpose of HUPAC is to raise funds from NAHU members for the purpose of supporting the political campaigns of candidates who believe in private sector solutions for the health and financial security of all Americans.” Combine financial support to a candidate to achieve maximum effect. Not party specific.
OK HUPAC (Goal: \$10/mo or \$120/yr)	Allows us to donate funds to candidates/ local legislators who help support our profession. Not party specific.

**Now is the time to jump
on the OKAHU Board!**

**Each Committee is lead by the
“Committee Chair”. We need
“Committee Members” to help
in each category.**

**COME BE A COMMITTEE
MEMBER!**

- Meet new friends
- Get involved
- Help plan meetings
- Hands-on training
- We welcome new ideas!



New Board will be initiated at the June meeting. Contact Andy Bigbie if you are interested!

**Come join
the fun!**

Board Roster 2019 - 2020

Officers:

President – Pat Robertson

President Elect –
Dana Nursick

Vice President –
Ashley Goggans

Immediate Past-President
Andy Bigbie

Secretary – Dana Nursick

Treasurer – Andy Bigbie

Committee Chairs:

Awards – Kelley Harmon

Communications /
Website –
Ashley Goggans

Corporate Sponsorships –
Megan Hutton

Education – Carrie Cox

Education –
Diane Barton-Lewis

Executive Director –
Leah-Anne Janway

HUPAC – Michael Dollins

Legislative –
Emily Hedinger

Media – Megan Hutton

Membership/Retention –
Cathy VanZant

Public Service –
Theresa Wormington

Van Guard Council –
Leah-Anne Janway

Meeting Info

WHEN: 2ND Thursday of each month

WHERE: Quail Creek Country Club

3501 Quail Creek Road, OKC, OK 73120

WHY: Education, CE credits, Professional Development,
Socialize with Peers & Corporate Sponsors

2019 Lunch Prices

Members \$25

Non-members \$50

(or \$26 / \$52 charge for credit cards)

How to Register Online:

www.okahu.org

- > Click Red **Login** box
- > Enter your email & password
- > Click **Meetings** in the top header
- > Click Red **Register Now** button

OR

- > On the Email, Click **Register Now** button
- > Enter your email & password

Public Service

Play "Korral the ACE" at our monthly luncheon and take a chance on creating a win/win for you and the OK Kids Korral!"

\$1 = 1 ticket

If your ticket is drawn, you get to pull a card from the remaining stack. If you pull the ACE, you win half the pot & the other half goes to OK Kids Korral!



And Now A Word From Our Sponsor...

The Problem with Lower Premiums on Vision Plans

Most of us are familiar with the unintended consequences of HDHPs. In an article in Revive Health, it cited the Kaiser Family Foundation that reports, "43 percent of insured patients say they delayed or skipped physician-recommended tests or treatment because of the high associated costs." Consumers are making decisions not to go to the doctor for routine health care issues because they are weighing the out of pocket cost at the time of service.

The same phenomenon is happening with vision insurance companies that are vertically aligning themselves to not only offer insurance, but force providers to use their optical labs, software systems and in some cases even own the frames being sold. (There's a fun video to watch that explains this on YouTube. Search for "Adam Ruins Everything – The Conspiracy Behind Your Glasses".) What we have seen in the industry is lower premiums, much like HDHP plans, but a major shift of cost to the consumer at the point of service. Knowing that even with a vision plan you can still owe \$200 - \$400 is causing consumers to think twice and in many times simply not go. What is most important when choosing a vision plan is not the premium amount that is pre-tax, but the amount the employee will pay for materials. Don't be fooled by discounts either; the doctors, in order to keep the doors open, simply raise the price to negate the discounts being forced on them.

James Ashford
Vision Care Direct



DID YOU KNOW.....

Corporate Sponsors can contribute to this newsletter? OKAHU appreciates the support of our sponsors and offers many benefits to them, including the opportunity to submit educational articles to improve our knowledge of the sponsor's business, products, or services.



Business Address:
PO Box 12146
Oklahoma City, OK 73157

OKAHU is a non-profit organization dedicated to serving the public by promoting activities and ethical conduct of members through communication, continuing education and increasing industry knowledge. OKAHU members also work to monitor and influence and activities of the state and federal legislatures. We work hard to protect the health care consumer's future.

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Corporate Sponsors 2018-2019



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Susie Brown

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Photo Gallery



Kelley Harmon, Ashley Goggans, & Megan Hutton at Region 5 & 6 Conference in Nashville, TN



Melissa Hanes, Presenting Medicare Basics



Rusty Rice, Connie Morgan Kitchen, Kelly Fristoe, Tom Tacheny, Ed Oleksiak at March Legislative Meeting



Connie Morgan Kitchen speaking to our Legislative Leaders in OKC



Connie Morgan Kitchen, Insurance Commissioner Glen Mulready, Tom Tacheny

Spring Symposium – April 11, 2019



Carolyn McNairy, TASC & Andy Bigbie



Delta Dental presenters Megan Hutton & Amber Collier



Commissioner Mulready



Emily Shipley, The State Chamber