

NEWSLETTER

MAY 2020 | VOLUME 3

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The Oklahoma City Association of Health Underwriters was recently recognized with Gold Certification on May 7, 2020. NAHU's Chapter Certification program has four qualifying levels. The Gold Certification requires that a local chapter satisfy 9 out of 14 criteria. These criteria include having a Board of Directors, bylaws, a State Political Action Committee, lobbyist, regular member meetings, a strategic plan, bylaws, IRS tax filing and not-for-profit status, and various communication to various outlets. "OKAHU exemplifies the dedication to providing the best opportunities for our members through their dedication to chapter development," said Pat Robertson. "We are grateful for OKAHU's hard work with chapter development and recognize them for their efforts with this well-deserved award." said NAHU CEO Janet Trautwein.



Upcoming Events

June 11, 2020

11:30 AM – Quail Creek Country Club

*Annual Installation of Officers &
Insurance Person of the Year Award*

\$26 Members - \$52 Non-Members



June 23, 2020

**1:00 PM – 6:00 PM - Leadership Training
– Regional Conference (Webinar)**

Register at www.nahu.org

June 28-June 30, 2020

**9:00 AM – 5:00 PM - NAHU Annual
Convention (Webinar)**

\$99 Members - \$199 Non-Members

Register at www.nahu.org

July 9, 2020

8:30 AM -3:30 PM – Symposium

Quail Creek Country Club

\$77 Members - \$102 Non-Members

register ONLINE

**take these easy steps
to RSVP each month**

- Go to www.okahu.org
 - Click Red **LOGIN** box
 - Enter your email and password
 - Click **MEETINGS**
 - Click **REGISTER NOW**
- OR**
- On the email you received, click **REGISTER NOW**
 - Enter your email and password

Symposium

SAVE
the
DATE

07.09.20

ANNUAL OKAHU SYMPOSIUM

*Quail Creek Country Club
3501 Quail Creek Rd
Oklahoma City, OK 73120*

8:00AM - 3:30PM

The Annual OKAHU Symposium has been rescheduled for Thursday, July 9, 2020.

There will be five credit hours of continuing education. All previously scheduled speakers will be joining us to provide us with quality information.

Please mark your calendars to join us for a full day of learning and networking!

~ Symposium Exhibitors Include ~

Platinum Sponsors

- BCBS of OK
- United Healthcare
- Vision Care Direct of OK

Gold Sponsors

- Aetna
- Delta Dental of OK
- iSolved

Silver Exhibitors

- Kansas City Life
- OSMA
- Sue Wilson Brokerage

NAHU **2020 ANNUAL
CONVENTION**
CELEBRATING 90 YEARS OF NAHU



Virtual National Convention

Register today!

06.28.2020 - 06.30.2020

\$99.00 - NAHU Members

\$199.00 - Non-Members

Register at <https://nahu.org/events/recurring-events/2020-annual-convention>

The NAHU Annual Convention will have **two** keynote speakers, Andy Core and Steve Heroux. Attendees will enjoy unprecedented access to professional development opportunities that will enable them to grow their businesses, connect with peers and learn from top industry experts through NAHU **Knowledge Channels**. What are you waiting for? Visit <https://nahu.org/events/recurring-events/2020-annual-convention> to register and review the preliminary agenda.

NAHU 2020 ANNUAL CONVENTION

CELEBRATING 90 YEARS OF NAHU



OKAHU Scholarship

Attend Virtual NAHU National Convention FREE!

Webinars will be from June 28th – June 30th

10 scholarships available!

First come, First serve!

OKAHU will reimburse you the \$99 fee if you meet the following qualifications:

- You are a current NAHU member
- Submit a paragraph (or two) to us telling us **WHY** you are interested in attending the virtual conference (June 28-30). Submit to communications@okahu.org
- We will let you know if you are accepted & you can register online at www.nahu.org/events/recurring-events/2020-annual-convention
- After the conference, you will need to submit another paragraph (or two) stating **WHAT courses you watched and WHAT you learned**. Submit to communications@okahu.org
- Once your proof of attendance is approved, we will reimburse you the \$99 registration fee within 5 days.

We believe NAHU National Conference is an amazing way to increase your industry knowledge, hear from top speakers, and see how your NAHU organization works for YOU and our industry! This is a highly beneficial opportunity!

What We Learned

During our April meeting, speaker James Ashford with Vision Care Direct of OK, presented us with information relating to vision care and diabetes. Each member that attended received 1 CE credit hour. Below is a quick recap of what we learned during the presentation.

Diabetes: What we learned in April



- FACT:** Diabetes is now the largest claims cost in the US.
- FACT:** Diabetes cost are growing 36 times faster than Cardio Vascular Diseases
- FACT:** Diabetes is responsible for 20% of all claims costs.
- FACT:** Diabetic employees cost \$9,600 more a year.
- FACT:** 35% of your employee population is pre-diabetic.
- FACT:** 84 Million American adults have pre-diabetes, nearly 90% of them don't even know.

The Best Way to Control Costs is to Prevent Them!

- Diabetes Prevention begins with Education.
- Diabetic Maintenance can help control costs.
- Remote Diabetic Monitoring can drastically improve health care cost outcomes.
- 77% of Pre-Diabetes is reversible.
- 16% overall savings can be achieved by early detection, monitoring and education.



Vanguard Council

SURVEY

WE NEED YOUR OPINION

The Vanguard Council is conducting a study to gauge how our members feel about member insurance benefits offered through NAHU.

This is simply a research project that does not have decision-making implications. All data will be provided to the BOT for review.

To participate in the 3-minute survey, go to <https://survey.zohopublic.com/zs/q2CCQK>.

FUNDRAISER

NAHU UNITES

The NAHU Education Foundation created a COVID-19 Relief Program for our members.

To qualify for assistance, you must be a NAHU member. NAHU Unites will assist NAHU members impacted by COVID-19 and their legal dependents. If you are a member impacted by COVID-19, financial assistance could be provided to you to help with out-of-pocket medical expenses, unanticipated funeral expenses or other expenses incurred due to COVID-19.

To make this assistance possible, NAHU Unites needs donations! If you are a member in a position to make a contribution to help support NAHU members, we ask that donations be provided to the NAHU Foundation COVID-19 Relief Fund.

To DONATE today, go to <https://donate.onecause.com/nahu-education-foundationcovid-19reliefprogram/home>

Membership

Being a member of NAHU and OKAHU has an annual value of more than \$8,000. In addition to the value provided by the National Association, being a part of the local Oklahoma City chapter provides continuing education, State specific legislative advocacy, and the ability to network with other insurance professionals. Interested in becoming a member or know someone you would like to encourage to join? Visit <https://okahu.org/join.php> for more membership details



Leading Producers Round Table

Congratulations to **Thomas Schmidt** for being a 2019 Soaring Eagle Qualifier



The best of the best. That's what the Leading Producers Round Table (LPRT) is for America's benefit specialists. It's where the nation's best performers in the business get recognized for their leadership and rewarded for their accomplishments...with tools and benefits that will help keep them at the top of their game. Only members of the National Association of Health Underwriters (NAHU) can qualify.

See if you qualify by applying today!

Applications are easy with online application – no carrier forms required. Apply online by visiting:

<https://nahu.org/resources/leading-producers-round-table/online-application/online-lprt-application>

Categories to qualify for LPRT include:

- Personal Production (if you write Health, Disability, Long-Ter Care or Worksite Marketing)
- Carrier Representative (representing a Carrier and working with Producers)
- Agency (Management of a General Agency or Agency)
- Carrier Management (Home Office Sales Manager, Director of Sales, Vice President of Sales)

	Individual Producer		Agency Manager/Owner		Carrier Rep	Carrier Management
	Points	Income	Points	Income	Points	Points
Soaring Eagle	4,500	\$300,000	22,500	\$1,500,000	22,500	112,500
Golden Eagle	2,500	\$200,000	12,500	\$1,000,000	12,500	62,500
Eagle	1,800	\$150,000	9,000	\$750,000	9,000	45,000
President's Council	1,200	\$100,000	6,000	\$500,000	6,000	30,000

Visit our website now for a worksheet to total points and see if you qualify: <https://okahu.org/LPRT>

Registered Employee Benefits Consultant



NAHU membership gives the opportunity for members and non-members to earn various designations. NAHU states, “Earning the Registered Employee Benefits Consultant (REBC) designation elevates your credibility as a professional.” Additionally, “The designation program analyzes group benefits with respect to ACA environment, contract provisions, marketing, underwriting, rate making, plan design, cost containment, and alternative funding methods.” To learn more about the REBC certification and pricing, visit <http://nahu.org/professional-development/rebc-designation>

REBC - Course Objectives

Upon completion of this program, the student should be able to:

- Describe the legal regulations and methodologies involved in benefits management
- Describe the main features of commonly provided group insurance benefit plans, including applicable regulations, contract provisions, marketing, underwriting, rate making, plan design and cost containment
- Describe the main components of the Affordable Care Act as they relate to group health benefits and ethically guide clients toward compliance with the legal regulations while minimizing tax penalties and related employment costs
- Identify the main features of employer-provided benefits
- Describe the COBRA election process, and explain the rules that apply to the determination and payment of the COBRA election process, and explain the rules that apply
- Understand core ethical business practices
- HIPAA Privacy and Security and ERISA regulations and requirements

NAHU Certifications

In addition to LPRT and REBC, there are several other certifications that members can work toward. Each course is discounted for NAHU members.



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



Facebook: [okchealthunderwriters](#)



Twitter: [OKAHU_HealthUW](#)



Instagram: [okchealthunderwriters](#)



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



Just Help One

As an extension of our Just Ask One campaign, we will conduct a Just Help One day on **May 20**. The idea is for NAHU members to reach out and help someone on that day. It could be a family member, friend, neighbor, favorite charitable organization or first-line healthcare responder.



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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.

Annual Partners



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