

Barbara Shooshanian

From: president@mdahu.org
Sent: Thursday, March 21, 2019 11:56 AM
To: Barbara Shooshanian
Subject: [BULK] MDAHU March 19' Newsletter
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Metro Detroit Association of Health Underwriters

Good morning,

Attached is our March 2019 Newsletter and agents making a difference. Please make sure to check the last page with all the upcoming meetings.

Thank you,

Dustin VanDuine

President MDAHU

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Inside this issue:

Presidential Perspective	1
Platinum Sponsors	2-3
2018/2019 Board Members	2
New Members	2
Certifications	3
Capitol Conference	4
HUPAC	4
Can Drive	5
2019 Member Contest	5
2019 Save the Dates	5



MDAHU



The last 3 months have been a whirlwind. Our February meeting had two outstanding speakers. We heard from Steve Heroux, who was the number one salesperson for AFLAC in the US. He now is a professional sales trainer and started a company by the name of Victory Selling. His message was very refreshing and motivating. Steve's claim to fame is that he thinks "outside the box." He introduced many new concepts designed to help market to the "now" generation. Our second speaker was Sandy Harvey, a leadership and professional development expert who runs Exodus Consulting Group. Her message was all about how to effectively use LinkedIn for marketing purposes. Sandy passed on some wonderful ideas and concepts that we could all take advantage of.

From February 24th to the 27th, over 22 MDAHU members comprised of board members and agents flew out to Washington DC. We met with various Congressmen and Senators to bring them up to speed on several important issues. We covered how to stabilize the market using high risk pools, repeal of the HIT tax, repeal of the Cadillac Tax, balance billing, Cobra as creditable coverage and getting rid of the "scope of appointment" for Medicare Advantage marketing. This year, more than ever when meeting with the legislators, we were able to educate them on the health insurance industry. With so many freshmen in congress, we have an uphill battle to fight. Therefore, we need and ask for more agents to get involved with MDAHU and attend important functions like our DC trip, Lansing trip and other "outreach" programs designed to promote our industry, help the public and keep us all employed. We want and need YOU!

Our March meeting was extremely interesting and pertinent to agents because it was our annual legislative update. Chris Hartmann, Vice President of Government Affairs for NAHU in Washington and Ryan Burtka, Lobbyist, KRKM right here in Lansing, both spoke on important legislative topics. These gentlemen deal with lawmakers on a daily basis to pass on information that is germane to the health and Medicare industry. Chris talked about a number of important issues facing lawmakers today such as HIPPA, ACA, Medicare, Medicaid, ERISA, CHIP, HSA overhaul and the biggie facing our very careers, Medicare For All. Ryan talked about some of the important market reforms he is working on such as Section 1332 State Innovation, Health Benefit Agent Act reform, HB 6432/ PA 430, which would allow carriers to bundle ancillary products with health insurance plans, STLDI 6538 would allow Short-Term plans with longer durations and Surprise Billing legislation that will probably be introduced this session. In addition to these outstanding speakers we had a highly successful canned food drive where the food we collected went to Gleaners and the Food Bank of Eastern Michigan located in Flint.

We are looking forward to an amazing year in 2019 and hope you will join us in as many meetings as you can. Questions or concerns? Please reach out to me at president@mdahu.org.

Thank you,
Dustin VanDuine

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Welcome our 2018/2019 Board Members

Dustin VanDuine, President
Dennis Morier, President Elect or Vice President
Rob Roney, Immediate Past President
Tracy Shippy, Vice-President
Lisa Maxwell, Secretary
Amy Purcilly, Treasurer
Barb Shooshanian, Awards Chair
Victor Whang, Communications Chair
Kevin Mannor, Professional Development Chair
Candius Stearns, HUPAC Chair
Jeannette Stapleton, Programs Chair
Steve Selinsky, MDAHU Expo
Garrett Simonis, Legislative Chair
Ryan Combs, Media Relations Chair
Michelle Howard , Membership Recruitment Chair
Kevin Cox, Membership Retention Chair
Gwyn Starr, Community Service Chair
Erika Sklar, Tiger Day Chair
Robert Roney, Golf Outing Chair
Paul Sherwood, Social Media Chair

Introducing our new members since January 2019

Mike Bobak	Debbie Knill	Aileen Patterson
Dawn Boucher	Terese Maes	Antonio Ramirez
Jeannette Foksinski	Alan Marx	Gentiana Ruda Shaholli
Lisa Fornwall	Molly McCoy	Lance Spies
Ashlyn Frazier	Robin McDonald	Erika Thrubis
Joanne Giardini-Russell	Paul Meli	Miriam Twardon-Bielski
Danielle Goff	Rebecca Mladenoff	Edward Walter
Keegan Haggarty	Jennifer O'Donnell	Lena Washington
Theresa Horka	James Olejniczak	Erica White
Laura Kinser	Steve Ostler	

NAHU's Triple Crown Program

NAHU has 20,000 members across the country; you are the reason we exist. Your participation in lobbying and advocacy is the reason we've become a force in Washington and in state houses across the country. Your recruitment efforts are why membership is up 33% over the past five years. Your contribution of your time and talents is why we have over 200 chapters across the country.

NAHU created the President's Triple Crown Program to recognize those members whose individual contributions to NAHU help advance the association's mission. Like baseball's Triple Crown, it recognizes accomplishments in three key areas. However, while baseball's Triple Crown hasn't been won since 1967, NAHU's Triple Crown can! Visit <https://nahu.org/resources/awards/presidents-triple-crown-program> for more information.

The Leading Producers Round Table (LPRT)

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 Under-writers (NAHU) can qualify. So, if you like the view from the top, visit <https://nahu.org/resources/leading-producers-round-table> for more information.

Earning the Registered Employee Benefits Consultant® (REBC®)

The field of employee benefits continues to evolve rapidly. A year does not go by without new government regulations, new or modified coverages, and new techniques for controlling benefit costs. To best serve their clients, professionals need to have a current understanding of the provisions, advantages, and limitations associated with each type of benefit or program as a method for meeting economic security. The designation program analyzes group benefits with respect to the ACA environment, contract provisions, marketing, underwriting, rate making, plan design, cost containment, and alternative funding methods. The largest portion of this program is devoted to group medical expense plans that are a major concern to employers, as well as to employees. The remainder of course requirements include electives on topics serving various markets based on a broker's client needs. Visit <https://nahu.org/professional->

The Why's of MDAHU

- To ensure that our members are the industry's brightest and best
- To ensure that we speak with one voice in Washington and Lansing
- To provide reliable information regarding health care reform to our clients and our legislators
- To be the trusted advisors to the outside world

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PriorityHealth

February 23-27 Capitol Conference



**THANK YOU ...
Current HUPAC Contributors**

**Contact Your
Legislators
NOW!**

Members:
Please contact your legislators and request their support of MDAHU and Agent legislation via postcard, email, phone, etc.

Tiffany Albert	David Engle	Kevin Mannor	Tracy Shippy
Suzetta Alberts	Anthony Fracchia	Lisa Maxwell	Barbara Shooshanian
Karl Albrecht	Angela Garner	Frank Mayer	Erika Sklar
Eric Anderson	Connie Gartee	Kevin Mcguinn	David Sokol
Neil Baxter	David Greene	James McGuinness	Michael Spleet
Shannon Baxter	Richard Hamlin	Dennis Morier	Gwyn Starr
Amanda Bobrovetski	Kevin Hamming	John O'Connell	Candius Stearns
Jim Bokshan	Jeanmarie Hayward	Nancy Papet	Greg Sudderth
William Brown	M. Hill	Patrick Pennefather	Judith Sullivan
Kareim Cade	Louann Hinton	Jeffrey Pierce	James Timpa
Joel Clark	Randall Hoover	Kristopher Powell	Dustin VanDuine
Ryan Combs	Michelle Howard	Amy Purcilly	Tom Webber
Catherine Cooper	Rocky Husaynu	Michele Rivas	Valerie Welch
Kevin Cox	Michael Jabboori	Douglas Roehm	Patricia Wellman
Sara DeMont	Karole Jensen	Robert Roney	Kimberly West
Timothy Duffy	Stacey LaFay	Stephen Rosser	Victor Whang
Michael Dulapa	Charles Lingenfelter	Peter Schermer	Micah Widder
Tim Elkins	Gregory Liposky	Stephen Schutte	Shyue-Jyh Yau
Jeanne Embry	Leslie Loftus	Steven Selinsky	
Michael Embry	Adam Lupcke	Peter Serra	
Rick Young	Ted Maitland	Paul Sherwood	

March 14 Can Drive



100's of items for the Gleaners of Detroit Food Bank and the Food Bank of Eastern Michigan

2019 Membership Contest

January 1st—March 31st

Recruit a new member and you and the new member can attend the MDAHU Annual Expo for free. A \$40 value for yourself and \$80 value for the new member.

Don't Miss Out ... Save these Dates!

March 28– Marijuana in the Workplace

April 18– Ancillary Benefits Panel

May 9– 2019 MDAHU Expo

June 18– 2019 Annual MDAHU Golf Outing

July 18– 3 CE Self Funding Certification

September 26– Annual Medicare Summit

August– Tiger Day