



WHY MDAHU?

Legislative Advocacy

MDAHU/NAHU's legislative efforts strive to educate officials on both the federal and state levels about the healthcare system and the vital role of the health insurance agent as a consumer resource and advocate. Through a network of key contacts, NAHU cultivates relationships that allow members to clarify issues before bills are written and votes are taken. These relationships are strengthened through actions undertaken by the Health Underwriters Political Action Committee (HUPAC). Here are a few examples of their accomplishments.

- MAHU worked with Representative Tom Barrett to pass Public Act 67 of 2017
 - Allows Michigan Insurance Agents to carry over up to 12 hour of continuing education over to the next two year period if accumulated more than 24 hours in the current period.
- Passed legislation to allow states to define their small group market
- Delayed the 40% Cadillac/exercise tax and health insurance tax
- Repeal of the small employer deductible cap
- Negotiating the medical loss ratio from 90/10 to 80/20
- Maintaining the tax free status of employer offered insurance benefits
- Withdrawing proposed part D/ Medicare advantage regulations

Professional Development

MDAHU/NAHU's Certification programs, professional designation courses, online resources, monthly MDAHU meetings, and conferences are just a few ways MDAHU helps members develop professionally as well as personally. MDAHU also hosts regular meetings where continuing education opportunities are provided. Designations available include REBC, ChHC, and CLTC.

Networking

Interacting with other insurance professionals may be the most beneficial aspect of MDAHU membership. Being able to reach out to other professionals, asking questions, meeting sales representatives and learning about products are all invaluable opportunities that membership provides. MDAHU also offers online networking resources that connect members across the country through our LinkedIn and Facebook pages.

Meetings

MDAHU hosts many opportunities to get involved, here are just a few:

- Monthly education meetings with special guest speakers
- Annual Health Insurance Carrier CEO panel
- Medicare Annual Summit
- Annual MDAHU Benefit expo with over 70 vendors
- Annual Legislative Day- visit with state legislators
- NAHU Capital Conference- visit with legislators at Capitol Hill

- NAHU national conference
- Continuing Education Events
- Leading Producers Round Table
- MDAHU Annual Golf Outing
- MDAHU Annual Tiger Day

Information Resources

All NAHU members receive a customized daily update of all the top insurance news stories of the day. Members receive a weekly Washington Update that summarizes legislative and regulatory activities and compliance information. Members also have access to the Compliance Corner, a members-only portal of information and resources on healthcare reform.

Other Resources:

- Listing on NAHU's "Find an Agent" online database
- Consumer guides and brochures for clients
- Health coverage database
- Wellness videos
- Education and legislative webinars

Members-Only Discounts

Agents can access the member discounts at <http://www.nahu.org/members/benefits/businesssvcs.cfm>

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| • Citrix ShareFile | • SightLinx | • InsuranceNewsNet |
| • iDefend Business | • UPS | • LTC Connection |
| • Allied Van Lines | • AgencyBloc | • Mercer E&O |
| • Brooks Brothers | • BASIC Guru | • National Underwriter |
| • Dell | • BenefitsCONNECT | • Norvax |
| • Hertz | • CodeSixFour | • ProspectZone |
| • LiveChime | • Dynamis | • SMART |
| • My LTC Office | • InfinityHR | • Smart's Publishing |
| • Office Max | • HSA Toolkit | |

ABS Magazine

All MDAHU members receive a complimentary subscription to the American Benefit Specialist magazine. ABS is filled with valuable articles and information, including sales tips and best practice ideas.

For more information visit www.mdahu.org

The National Association of Health Underwriters (NAHU) represents more than 100,000 licensed health insurance agents, brokers, consultants and benefit professionals through more than 200 chapters across America. NAHU members service the health insurance needs of large and small employers as well as people seeking individual health insurance coverage.