

# VIEWPOINT

VOLUME 1, ISSUE 3      JANUARY ISSUE

## THE PRESIDENT’S MESSAGE

Happy New Year!

We are in a defining period in American politics and history. The National Association of Health Underwriters is at the forefront of the legislative change. NAHU Leaders are assisting in the healthcare debate on Capitol Hill.

No matter what side of the aisle you are on or what your belief system is, we can all state that the healthcare system (all levels) will be changing over the next few years. The question is do you want to be a leader of the change or a follower?

I encourage everyone to

determine if they “want to be at the table” of discussion. And if you do, what you can do to help. Remember that NAHU needs you, IAHU needs you, and your local chapter needs you. Start by attending local meetings and board meetings. Recruit a member. Become involved on a committee or be a board member. It does not take as much time as you think and it is absolutely worth it.

Catherine Pulsifer wrote in her book *Between a Rock and a Hard Place*, “We all find ourselves in situations that at times seem hopeless. And, we all have the choice to do nothing or take ac-



tion.” Now is the time to take action!

Connie Puett  
IAHU President



## SPECIAL POINTS OF INTEREST:

- *Happy New Year!*
- *Dana Drake—IAHU President-Elect*
- *2nd Annual IAHU Fund-raiser for Special Olympics*
- *Legislative update by Steve Thomas*
- *Local Chapter Information*
- *Symposium and Awards Banquet Information*



## SPONSOR FOCUS



Since its earliest beginnings in Salt Lake City, Utah in 1976, Altius Health Plans has always stood out among its competitors as an innovative and highly service oriented insurance carrier. Altius has enjoyed steady, long-term growth through underwriting, provider relations, marketing and ex-

ceptionally quick (95% of calls answered with in 30 seconds) customer service response time.

Now, as a subsidiary of Coventry Health Care, Altius continues to provide health insurance coverage for membership in large and small employer groups, Federal employees and Medicare participants in Idaho, Utah and Wyoming. This unique arrangement

allows us to serve our membership with local flexibility and the financial and network strength of a national fortune 500 carrier.

While the Altius Network does not include every health care provider or facility with in our service areas, chances are that it does include yours. With daily Network expansions and highly competitive contracts (continued on page 3)

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Dana Drake, IAHU  
President-Elect

## POSITION FOCUS

Dana Drake from Coeur d'Alene is the current IAHU president elect. He is a health broker as well as a P&C agent for Schedler Mack Insurance in CDA. Dana has been a member of NAHU since 2000 serving, numerous offices in the North Idaho Chapter including President in both 2006 and 2007. This is his third year on the IAHU board as well as serving on the Region VII board in the office of Communications. Dana has attended a num-

ber of NAHU Regional and National Conferences, as well as establishing a annual North Idaho health conference.

As IAHU President elect, his main objective is to Chair the IAHU health Symposium in April of 2009. Dana will be elected IAHU president as of July 1st of 2009; a job he is eager to undertake.

"Traveling to Boise once a month to attend both the Symposium planning meet-

ing as well as the state board meeting has become a part of life for me. I urge members to get involved on committees and participate. This association has done so much for me both business and personal wise. Every member should make a point to attend at least one Regional or National Conference to see the big picture of NAHU; it will open your eyes and make you want to become more involved."



## 2ND ANNUAL FUNDRAISER

The 2<sup>nd</sup> Annual IAHU fundraiser will be held on Thursday, January 22<sup>nd</sup> from 4:30 to 7:00 p.m., at PacificSource. This year's recipient is the Idaho Special Olympics. Berryhill and 3Girls Catering, will

cater the event. Come mix and mingle with other IAHU members and listen to a Special Olympics athlete's story. The cost for this event is a \$15.00 per person contribution to the Special Olympics.

To reserve your spot, RSVP by calling (208) 342-3709 or e-mail [rsvp@pacificsource.com](mailto:rsvp@pacificsource.com) by Monday, January 19<sup>th</sup>.



## HEALTH SYMPOSIUM & AWARDS BANQUET CORNER

New this year will be the first time attendees/new members meeting with Scott Leavitt (NAHU President). It will be April 30th from 7:15am to 8:00 am. This will give new members and first time attendees an idea of what will be going on throughout the day, what NAHU is about, what IAHU is about, and a lot of useful information. Please register at 7am the morning of the symposium.

Also new this year will be the Town Hall event. This event will feature a panel of NAHU members including Scott Leavitt (current NAHU President) and Janet Trautwein (NAHU Executive Vice President and CEO). This will be a true Town Hall format which allows you to ask questions of the panel. Questions can include items as follows:

- Why NAHU?

- What does NAHU do for me?
- What is NAHU doing in the current political climate?

Please join us for our first ever Town Hall discussion at the Health Symposium.

Any questions can be directed to Dana Drake, 2009 Health Symposium Chair and President Elect.

## CHAPTER NEWS

### EASTERN IDAHO

There is no meeting for December.  
The next meeting is January 21st in Idaho Falls at the 5 & Diner located at 2150 Channing Way. The speaker is Mont Deidrickson.

### SOUTHERN IDAHO

The Southern Idaho Chapter meets the third Thursday of every month from 11:30am to 1:00pm at Aztlan Restaurant in Twin Falls.  
Our next meeting is January 15th and the speaker will be local pharmacist Kurt Hefner.  
For questions, please contact Steve Moore, Programs Chair at 208-733-7258 ext. 5600 or SMOORE@BCIdaho.com.

### NORTH IDAHO

The North Idaho Chapter meets the first Tuesday of each month from 11:30am to 1:00PM at the Shore Lounge in Coeur d'Alene Resort.

### TREASURE VALLEY

February 12th—Half day education with BAIFA. 7:30am—12pm at Hillcrest Country Club. Sponsor is PacificSource Health Plans.  
May 14th—Board Elections and general meeting. 7:30am to 9am at location to be announced.  
Come join us at monthly board meetings. We meet the first Wednesday of the month at 1pm at Regence.

#### SPONSORS



## SPONSOR FOCUS (CONTINUED FROM FRONT)

(From Page 1)

Altius members not only have access to excellent care but also benefit from lower healthcare costs both at home and while traveling.

In addition to quality care when and where they need it, every Altius member also enjoys a host of information points, online tools and other personalized health programs. Our secure, online dashboard of tools enable members to be

proactive about their own health management, set and meet health goals, take Health Risk Assessments in addition to having greater access to, and control over, their accounts, all at no additional charge.

It all comes down to a deep commitment at Altius to each and every one of it's members, to provide the absolute best experience and health coverage possible and to bet-

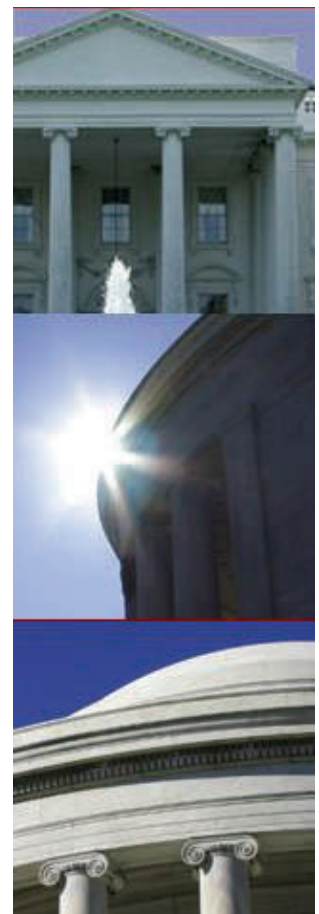
ter every life we touch. To learn more about the extensive lists of member health programs, advantages and excellent points of service that you expect, visit us at [www.altiushealthplans.com](http://www.altiushealthplans.com). For questions regarding employer groups over 51 members call Kevin Rowland at (208) 433-2721. for inquiries related to groups under 50 members call Heather Potter at (208) 433-2730.

## LEGISLATIVE CORNER BY STEVE THOMAS

Not much has happened beyond the November 19th 2008 Idaho Insurance Council meeting held at the Department of Insurance. Director Deal reviewed the Department's proposed legislation

for 2009. During the first week of January the Director will be meeting with the two chairs of Senate Commerce and House Business to go over the legislation. At this time the Director has not

commented further on the exact language of these bills. This is the calm before the storm. Legislature commences on January 12th.  
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## LEGISLATIVE CORNER BY STEVE THOMAS (FROM PAGE 3)

(From Page 3)

The following is the Department of Insurance 2009 Legislation and Rules .

### PROPOSED LEGISLATION:

- 1.) Life Settlement Law
- 2.) External Review Law
- 3.) Search Warrant Authority for DOI Investigators
- 4.) Chapter 42 Amendments

### PENDING RULES:

- 1.) Rule 18.01.09 Senior Consumer Protection in Annuity Transactions
- 2.) Rule 18.01.29 Restrictions on Discretionary Clauses
- 3.) Rule 19.01.39 Rebates and Illegal Inducements in Title Insurance Business

4.) Rule 18.01.43 Certification of Fire Code Officials

5.) Rule 18.01.44 Schedule of Fee's, Licenses, and Misc. Charges

6.) Rule 18.01.61 Credit Life and Credit Disability Insurance

7.) Rule 18.01.62 Audited Financial Reporting

8.) Rule 18.01.73 Rule to Implement the Individual Health Insurance Availability Act Plan Design

9.) Rule 18.01.77 Actuarial Opinion and Memorandum Rule

10.) Rule 18.01.80 Preneed Life Insurance Min. Standards

## IAHU UPCOMING EVENTS

### IAHU Charitable Social Event for Idaho Special Olympics

**Day:** January 22nd, 2009  
**Time:** 4:30PM to 7:00PM  
**Location:** PacificSource Health Plans  
251 E. Front Street, Ste. 203  
Boise, ID 83702

### Day on the Hill

**Day:** February 5th, 2009  
**Time:** 9:00AM to 7:30PM  
**Location:** Please visit the IAHU webpage at [www.iahu.org](http://www.iahu.org) to see all the locations of Day On the Hill.

### IAHU Awards Banquet

**Day:** April 29th, 2009  
**Time:** 6:00PM to 9:00PM  
**Location:** Doubletree Riverside Hotel  
2900 Chinden Blvd.  
Boise, ID 83714

### IAHU Health Symposium

**Day:** April 30th, 2009  
**Time:** 8:00AM to 5:00PM  
**Location:** Doubletree Riverside Hotel  
2900 Chinden Blvd.  
Boise, ID 83714

## NAHU UPCOMING EVENTS

### Capitol Conference

**Day:** March 29th—April 1st, 2009  
**Location:** JW Marriott Hotel  
Washington DC

### Annual Conference

**Day:** June 28th—July 1st, 2009  
**Location:** Marriot Marquis

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THROUGH EDUCATION, ADVOCACY AND PROFESSIONAL DEVELOPMENT, WE WILL IMPROVE OUR MEMBERS ABILITY TO THE MEET THE HEALTH, FINANCIAL AND RETIREMENT SECURITY NEEDS OF ALL IDAHOANS.

