

# VIEWPOINT

VOLUME 2, ISSUE 9      APRIL ISSUE

## It's That Time Again!

### 2010 IAHU Awards Banquet and Health Symposium

#### PRESIDENT'S MESSAGE



I hope by now most all of you are signed up for the Awards Banquet and Health Symposium on April 14<sup>th</sup> and 15<sup>th</sup>. There is still time to register at [www.iahu.org](http://www.iahu.org) Please come out and support your State association; we're hoping this will be another record breaking year.

Congratulations to our three David Isern Award finalists: Judy Anderson, Mike Reilly,

and Debbie Hetherington. This is a great honor. Finalists are determined first by nominations from IAHU members, then a committee of past David Isern Award winners go over the nominees and determine the three finalists, including the winner.

While at the Symposium, please take the time to visit the exhibitors and thank them for supporting IAHU. Without our exhibitors and State Sponsors, we would be unable to host this event.

In addition to everything going on, I happy to announce that YOUR association is once again a Silver Seal Certified Association (notice the logo to the right). Thank you all who helped use qualify for this distinction again!

One other item to mention—

just because the House passed the Health Reform Care bill, don't roll over and play dead. Now is the time to strengthen membership; recruit new members and keep up the HUPAC donations. Express this to non-members—do you want to fight this alone or have a nation wide association behind you? Have you ever thought about career insurance? This is the answer! Just a thought.

We'll see you in Boise on the 14<sup>th</sup>.

Respectfully,

Dana Drake

President

#### INSIDE THIS ISSUE!

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Boise State Stadium

**HURRY UP  
& REGISTER**  
for the  
**IAHU Awards  
Banquet &  
Symposium at  
[www.iahu.org](http://www.iahu.org)**



**THE IDAHO  
ASSOCIATION OF  
HEALTH  
UNDERWRITERS**

IAHU  
PO Box 8102  
Boise, ID 83707

Phone: 208-323-0611  
Fax: 208-377-1585  
E-mail: info@iahu.org

**Thank you**

eHealthApp for once again  
being the Awards Banquet  
Gold Sponsor!



Thank you Banquet and  
Symposium Committee:  
Kristin Stewart, Rachel  
Johnston, Dana Drake,  
Doug Fry, Connie Puett, Cal  
Joski, Lisa Ewers & Wendy  
Leatham



**WE'RE ON  
THE WEB!  
VISIT US AT  
WWW.IAHU.ORG**

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.

**SYMPOSIUM SCHEDULE**

7:00-8:00	<b>Check-In &amp; Visit Vendors</b>		
8:00-9:15	 <b>Welcome</b> How The Baby Boomers Can Help Save Health Care <b>Molly Mettler</b> Jordan ABC		
9:15-10:15	<b>Visit Vendors</b>		
10:15-11:15	<b>COBRA/ARRA 101</b> <b>Cyndi Luciani</b> Jordan A	<b>Sales Strategies That Work</b> <b>Scott Marker</b> Jordan B	
	<b>Global Emergency Services</b> <b>Stephanie Croquez</b> Jordan C	<b>eHealthApp Software Demo</b> <b>Brian Cronin</b> Lookout Room	
11:15-11:45	<b>Visit Vendors</b>		
11:45-1:00	<b>Lunch Served &amp; Induction Ceremony</b> State and Federal Legislative Update with Tom Shores Jordan ABC		
1:00-2:00	 <b>How to Effectively Use Social Media As A Business Resource</b> <b>Justin Foster</b> Jordan ABC		
2:00-2:30	<b>Visit Vendors</b>		
2:30-3:30	<b>Why Wellness Programs?</b>  <b>Scott Leavitt</b> Jordan A	<b>Medicare Coordination Of Benefits</b>  <b>Andrew Tartella</b> Jordan B	<b>High Risk Pool</b>  <b>Eileen Mundorff</b> Jordan C
3:30-3:45	<b>Break</b>		
3:45-4:45	<b>Internet Security: Keep Your Clients' Information Private</b>  <b>Ken Gibson</b> Jordan A	<b>Health Care Reform In Utah</b>  <b>Ernie Sweat</b> Jordan B	<b>Compliance Update On Mental Health &amp; HIPPA</b>  <b>Karen Maciejewski</b> Jordan C
4:45-6:00	<b>Reception &amp; Vendor Drawing</b> Lookout Room		

**WE WOULD LIKE TO THANK . . .**

The Awards Banquet and Health Symposium Committee would like to thank Kristin Stewart for the all the hard work and dedication she has put into running, planning and getting us all to get our

work done.

**THANK YOU KRISTIN!**



## DAVID ISERN AWARD FINALISTS

The three finalists for this years David Isern Award are as follows:

### Debbie Hetherington



Debbie Hetherington is a Certified Employee Benefits Specialist and is an owner/partner of Premier Insurance. She started the Benefits Division at Premier Insurance 24 years ago after three years with Standard Insurance in Spokane, Washington. Premier now has benefits divisions in Twin Falls, Boise, Blackfoot, and Idaho Falls. She specializes in large group fully insured and self insured medical plans and in group life, disability, dental, vision, and retirement plans.

Debbie is active in professional and civic organizations. She currently serves as a Board member for the Walker Center and as the President of the University of Idaho National Board for the Vandal Scholarship Fund. Debbie is also an active member in Rotary. She has been recognized as a top producer by multiple carriers in her career.

Debbie and her husband,

Jack, have been married 39 years and have two grown children and five grandchildren. They enjoy spending time in Sun Valley, Las Vegas, and especially Boise where her 5 grandchildren live.

### Judy Anderson

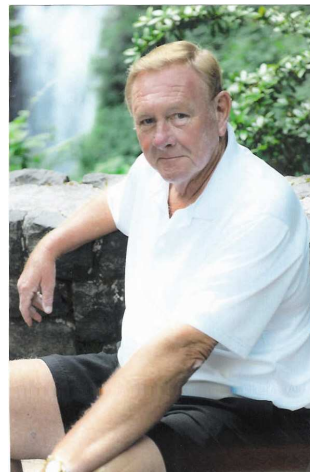


Judy started with Blue Cross of Idaho in 1979 as a Account Representative and Office Manager for the Coeur d' Alene District Office. Hired by District Manager, Denny Hague, she worked in this position for approximately 12 years. She was an excellent employee for Blue Cross and loved by her co-workers. Judy was promoted to General Manager of Individual Sales in 1990 and worked in this position for 1 year. In this capacity she trained and managed over 100 brokers in the Coeur d'Alene area. She was well respected by the brokers and was always consistent in her expert service to the community and clients.

Shortly after she left Blue Cross she became an independent agent. She had a thriving business (Anderson Hassell LLC) She worked this business for 18 years.

Judy was one of the primary agents to get an Association started for Health Underwriters in CDA. She was a Past President and on the board for 7 years. Rcvd her RHU designation in the interim. She maintained her Preferred Broker and Select Broker status for the Blues during this time.

### Mike Reilly



Mike Reilly was born, raised, and educated in Boise, He attended Boise Junior College and served in the United States Army.

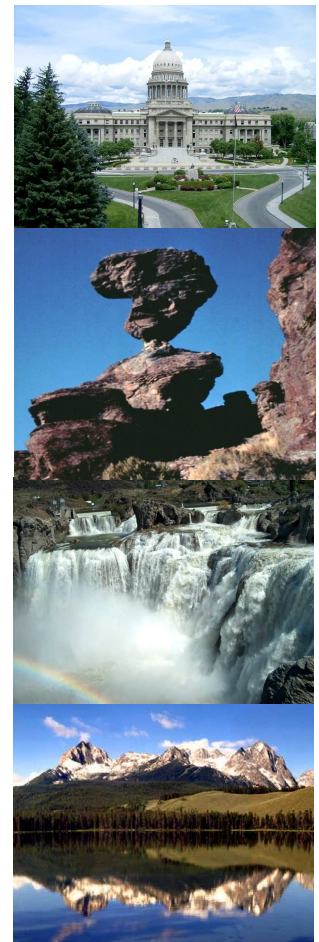
He started his career in the Insurance business in 1969 when he became licensed for Life and Disability Insurance. After his venture with Life and Disability, Mike was appointed with Blue Cross of Idaho in 1971. Mike served his first six years with Blue Cross of Idaho as an Independent Broker. The next 20 years, he served Blue Cross of Idaho as a General Agent. (Continued on page 4)

## SPONSORS

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## CONTEST

Answer these questions about Idaho:

- 1.) What year did Idaho become a state?
- 2.) What is the state horse?
- 3.) What is the state fossil?
- 4.) Origin of the name Idaho?
- 5.) Name a famous Idahoan Baseball Player

Last month picture contest was Lord Bayden Powell and it was the Boy Scouts 100 year anniversary (NO ONE GUESSED IT)

## UPCOMING EVENTS

### **IAHU Awards Banquet & Health Symposium**

**Day:** April 14th & 15th, 2010

**Location:** Boise State University—Student Union Building

### **2010 NAHU Annual Convention & Exhibition**

**Day:** June 27-30, 2010

**Location:** Hyatt Regency Chicago, IL

For more information on these events or other events please visit the NAHU or IAHU websites listed below:

[www.nahu.org](http://www.nahu.org)

[www.iahu.org](http://www.iahu.org)

## DAVID ISERN FINANLISTS (CONTINUED)

(From page 3)

Mike's next 15 years with Blue Cross of Idaho was served as "Individual Product Leader." As an Independent Product Leader,

Mike was active in the training of Blue Cross Brokers across the State of Idaho.

Mike has served on the Board and is active in the "Idaho Health Underwriters

Association

Michael lives in Boise with his wife, Madalyn Reilly.

## AWARDS BANQUET MUSICIANS—ARIA VIRTUOSI

### **Dr. Jennifer Sullivan**



Jennifer Sullivan is currently serving as String Department Head with the Sun Valley Summer Symphony and ArtsWest School. She is also adjunct professor at the Northwest Nazarene University. Her studio has produced accomplished students who regularly gain entrance into higher educational institutions decorated with scholarships, awards, grants, and placement in symphonies and select chamber ensembles. Several of her students have won concerto competitions to perform as solo artists with symphonies.

Jennifer Sullivan has violin performance degrees from the Eastman School of Music (BM and MMPRL), in Rochester, NY, and from the University of Oregon (DMA). Some of her former teachers include Curtis graduates and solo artists: Kathryn Lucktenburg (Concertmaster Eugene Symphony and Honolulu Symphony), Charles Castleman (Prizewinner in the Tchaikovsky and Brussels competitions). She has worked closely with Isaac Stern, Itzhak Perlman, Maxim Shostakovich, William Preucil, and members of the Kronos, American, and Juilliard quartets.

Currently, Jennifer Sullivan performs with the Pan-American Trio alongside pianist Dr. Del Parkinson, and cellist Arturo Chavez. A former semi-finalist at the Fischhoff Chamber Music Competition, Jennifer Sullivan has held chamber music residencies with the Golden Gate

Philharmonic, Santa Fe Chamber Music Festival, Chamber Music Albuquerque, and the Treasure Valley Community College.

Jennifer Sullivan has made solo appearances with the Lake Arts Council Concert Series, Treasure Valley Symphony, Eastman Philharmonia, Eastman Chamber Ensemble, Eastman Film Collaboration, Idaho State Civic Symphony, and the Idaho Falls Youth Symphony. An experienced symphonic musician, Dr. Sullivan has won titled positions with the Eugene Symphony Orchestra, Corvallis Symphony Orchestra, San Francisco Concerto Orchestra, Pacific Chamber Symphony, Classical Philharmonic, North Bay Opera, West Bay Opera, Fredonia Chamber Players, Eastman Philharmonia, and the Erie Philharmonic among others.

**Check out:**

# [www.iahu.org](http://www.iahu.org)