

VIEWPOINT

VOLUME 2 SYMPOSIUM ISSUE

2010 DAVID ISERN AWARD WINNER

Mike Reilly



The 2010 David Isern Award winner is Mike Reilly. Please

join us all and congratulate Mike on this high honor!

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.

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.

HONORARY SCOTT LEAVITT SERVICE AWARD



Every year the state board for the Idaho Association of Health Underwriters strives to provide value to each event, attract new members to the association, and improve attendance every year.

Through many years of discussing different recognitions, events, et cetera, we have developed a new award that was actually staring us right in

the face.

This award is the embodiment of someone and something that, as an organization, we have not done a good job of recognizing. Let me share with you the experience/history of a member that this award will recognize.

Ask yourself these questions: (1) Which member among us has given above and beyond to the entire organization; (2) Who among us worked most of their career to better others in this organization first before bettering themselves;

(3) Who supports and this industry and association with great passion? That is what this award is about. That is what it will represent.

Let it be known that IAHU has established an award to be presented annually at the awards banquet, to an Idaho Association member who has gone above and beyond in their NAHU career and embodies the questions I mentioned before.

In honor of his continued service, we present Scott Leavitt this award.

INSIDE THIS ISSUE!

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- Scott Leavitt Service Award
- Schedule for you!
- David Isern Award Finalists
- LPRT Winners
- Triple Crown Winners

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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.

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

2009 LEADING PRODUCER ROUND TABLE QUALIFIERS

- | | |
|--|--|
| Michael B. Berry - President's Council - Carrier Rep | Donald L. Mathern - President's Council |
| Michael G. Bouton - President's Council | Bradley V. Miles - Eagle |
| Kasheila L. Browne, MHP, SFA - Golden Eagle | Mundi Nelson - President's Council-Carrier Rep |
| Pete M. Chesney, LUTCF, LPRT - Lifetime | Eric Redman, LUTCF - Eagle |
| Bryant G. Davis, RHU - Lifetime | Michelle Sandoz - Eagle |
| Dana Drake, RHU - President's Council | Thomas E. Shores - Eagle |
| Darrell J. Eastburn - Eagle - Carrier Rep | Barb Stotts - Golden Eagle |
| Merrill "Dick" R. Jones, CLU - Eagle | Robert J. Tierney, LPRT, CDHC - Eagle |
| Lance B. Kolbet, LUTCF, RHU - Lifetime | Terrie L. Trevino - Eagle-Carrier Rep |
| Scott A. Leavitt - Lifetime | David V. Wilcox, RHU - Eagle |

DAVID ISERN AWARD FINALISTS

The two other 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.

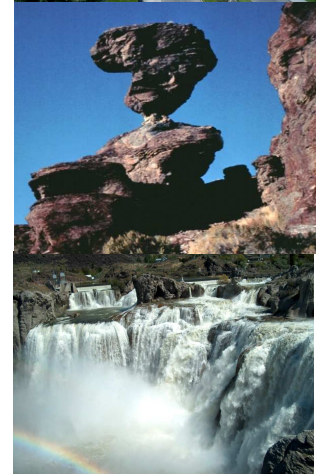
Judy was one of the primary agents to get an Association started for Health Underwriters in CDA. She was a Past President and on the board for 7 years. Rcvd her RHU designation in the interim. She maintained her Preferred Broker and Select Broker status for the Blues during this time.

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2009 Triple Crown Qualifiers:

Scott A. Leavitt
Connie Puett



UPCOMING EVENTS

IAHU Awards Banquet & Health Symposium

Day: April 14th & 15th, 2010

Location: Boise State University—Student Union Building

****If you are reading this you are already here!****

2010 NAHU Annual Convention & Exhibition

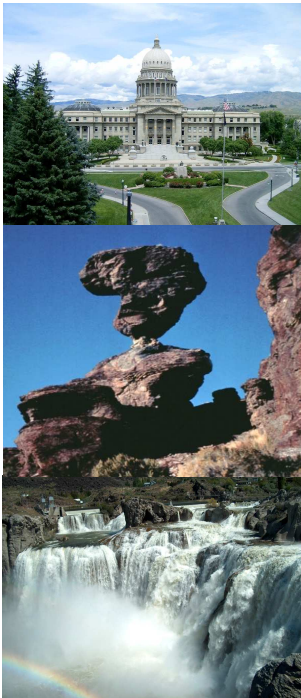
Day: June 27-30, 2010

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)



PRESIDENT'S MESSAGE



I hope a good time was had by all last night at the IAHU Awards Banquet.

This event seems to grow in popularity each year and it's great to see development of more awards to be given out to our members. Congratulations to our three David Isern Award nominees and to Mike Reilly as the recipient.

Today will be a full day of education with something for everyone. Please make

sure and catch Tom Shores legislative update at lunch--this will be a good one. Also, please take the time to visit our exhibitors & get your passport punched for a great prize drawing at the end of the day. We will have exhibitor drawings along with a no-host bar located in the Lookout Room. You must be present to win, so stick around and have some fun.

With the swearing in of the new board, my Presidents term is winding down. June 30th will be my last day and the new regime will take over on July 1st. It's been an interesting year, I must say. There have been some good accomplishments, and there have been some disappointments. I truly hope the

new Presidency will be able to motivate more people to become involved in IAHU.

I do have a couple of big thank you's to say, first to Kristin Stewart, this years awards banquet and symposium chairperson. She's done a great job putting this event on. The other is to Wendy Leatham, our executive assistant who is "invaluable" to this organization.

Thank you all for taking the time to come out and support IAHU and enjoy your day.

Respectfully,

Dana Drake

President

THANK YOU!

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