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MDAHU



Happy New Year!! January has been a very busy month. We had an Advanced Self-Funding course on January 10 followed by our CEO meeting on January 17. We were fortunate enough to have Terri Kline from HAP, Joan Budden from Priority Health and Tiffany Albert from Blue Care Network. Thank you very much for taking time out of your busy schedules to attend that event along with over 170 members. At the January 17 meeting we also had Angela Rogensues from Playworks. This continues to be our Charity for the association. We were able to give Angela from Playworks a check in the amount of \$3,169 from funds raised in the 2018 calendar year.

Looking back at 2018 we had a lot of success as an organization and hope as a member you received a lot of value. Here are some highlights from this past year.

Programs

- January- MDAHU CEO Panel
- February- Voluntary Benefits
- March- Life and Disability CE
- March- Legislative Update
- April- Five Steps to Marketing
- May- Annual MDAHU Expo
- June- Annual MDAHU Golf Outing
- August- MDAHU Tiger Day
- September- Motivation for OEP
- September- MDAHU Medicare Summit
- November- Specialty Benefits CE
- October -Understanding the New Tax Law

Legislative

- February 24- 15 MDAHU Members went to DC for Capitol Conference
- March 21- 51 Members went to East Lansing for Leg Day
- And countless encounters and letters sent to legislators.

Membership

-MDAHU Continues to be the largest chapter in the country now having over 500 members

Education

-Plenty of opportunity for Continued Education. Three CE earned at March meeting, Five CE at the Annual Expo, two at the Medicare Summit, and two at the November meeting.

Community Service

- Thanks to Rob Roney, Gwyn Starr and everyone else for your help, we raised enough money to purchase two cars for Dream Racer, over \$20,000 in contributions
- As an association we also donated \$3,169 to Playworks.

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

**THANK YOU ...
Platinum
Sponsors**



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
Amy Purcilly, Tiger Day Chair
Robert Roney, Golf Outing Chair
Paul Sherwood, Social Media Chair

Introducing our new members since October 2018

Jennifer O'Donnell	James Grawburg	Mark Mueller
Keegan Haggarty	Sonny Gurney	Jennifer O'Donnell
Danielle Goff	Gary Haack	Jodi Piros
Lisa Barron	Christina Hix	Christine Reilly Park
David Blackburn	Laurie Kelly	Lisa Shenduk
Dawn Boucher	Danielle London	Brent Singer
Catherine Brooks	Cathy Lowell	Adam Terry
Danette Cameron	Marlayna Malvich	
Leslie Garoufalis	Molly McCoy	
Jason Gloetzner	Rebecca Mladenoff	

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

**THANK YOU ...
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Sponsors**



MichBusiness
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explore | connect | thrive

 **McLaren**
HEALTH PLAN

PriorityHealth 

January 10, Advanced Self-Funding Course



THANK YOU ... Current HUPAC Contributors

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	

**Contact Your
Legislators
NOW!**

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

January 17, CEO Panel



Thanks to Terri Kline (HAP), Joan Budden (Priority Health) and Tiffany Albert (BCN)

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!

February 21– Beyond Sales and Social Media

August– Tiger Day

March 14– 2019 Legislative Update from DC

September 26– Annual Medicare Summit

March 28– Marijuana in the Workplace

April 18– Agent Group/Individual Panel

May 9– 2019 MDAHU Expo

June 10– 2019 Annual MDAHU Golf Outing

July 18– 3 CE Self Funding Certification