



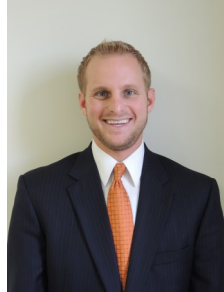
www.MDAHU.org

Inside this issue:

Presidential Perspective	1
Platinum Sponsors	2-3
2018/2019 board members	2
New members	2
programs	3
2018 Medicare Summit	4
HUPAC	4
2017/2018 Awards	5
2018/2019 save the dates	5



MDAHU



This board year has started off strong. We had a great September member meeting with special guest Taddley O’Ryan, a motivational speaker whose personal story of where he came from and where he is today was absolutely eye opening. We were also fortunate enough to have Candius Stearns who is running for Congress and Representative Pamela Hornberger share what is near and dear to their political agendas. A week following that meeting we had our 2nd annual Medicare Summit held at Motor City Casino. Over 170 agents attended this meeting. A huge thank you to our sponsors for their support and to Tracy Shippy who did a fantastic job of putting the successful event all together. If you were fortunate enough to make our October meeting, you learned everything you need to know about the new tax bill. Adam Williams from Rehmann Robson was very informative. Our November meeting is right around the corner! Our very own Rob Roney will talk about speciality benefits and you will have an opportunity to receive 2 CE credits at this meeting.

This board year is bringing many changes. Our association is focusing on one goal, “Bringing value to our members.” If you are not seeing that value...let me know. The board and I are dedicated to making your investment of time and treasure a truly exceptional experience.

Our industry continues to change, and this year will be no different with the mid-term elections just around the corner. Our members serve large and small employers and the individual insurance market. Every day, our members work hard to find coverage for clients who struggle to balance the desire for high-quality, comprehensive health coverage with the reality of rapidly escalating medical costs and premiums. Our primary goal is to do everything we can to promote access to affordable health insurance coverage.

The board is here to serve you. We are constantly striving to improve upon what we do and offer. It takes hard work and dedication to build upon the successful framework that past boards have left to our care. Please let us know if you would like to get more involved or join a committee. To continue our association’s growth, we need new members to volunteer their time and talents. The time commitment isn’t tremendous but the results achieved are definitely very fulfilling.

We appreciate your continued support and we look forward to seeing you at our future meetings. Questions or concerns? Please reach out to me at dvanduine@hap.org.

Thank you,
Dustin VanDuine
MDAHU President

**THANK YOU ...
Platinum
Sponsors**

Action
Benefits



coverage for
companies®

Welcome our 2018/2019 Board Members

Position	Name	Position	Name
President	Dustin VanDuine	Programs	Jeannette Stapleton
President Elect or Vice Presi- dent	Dennis Morier	MDAHU Expo	Steve Selinsky
Immediate Past President	Rob Roney	Legislative Chair	Garrett Simonis
Vice-President	Tracy Shippy	Media Relations Chair	Ryan Combs
Secretary	Lisa Maxwell	Membership Re- cruitment Chair	Michelle Howard
Treasurer	Amy Purcilly	Membership Re- tention Chair	Kevin Cox
Awards Chair	Barb Shooshanian	Charity/ Playworks	Gwyn Starr
Communica- tions Chair	Victor Whang	Tiger Day	Erika Sklar
Professional Development Chair	Kevin Mannor	Golf Outing	Robert Roney
HUPAC Chair	Dave Engle	Trustee #1	Paul Sherwood

Introducing our new members since August

Bobi-Jo Abu-Joudeh	Samantha D'Onofrio	Gary Gray
Otto Alcon	Nabila DaKroub	Garland Grazier
Suzanne Alain	Dan Dombrowski	Diane Hardin
Margaret Anderson	Wendy Downing	Craig Impastato
Sharon Bloedel	Terry East	Jennifer Johnson
Cynthia Brown	Libby Elliot	Jeffrey Liebowitz
Chris Burnett	Bridget Fazzolara	ZhiHong Liu
Michael Coliton	Amanda Ford	Mark Majoros
Terry Czarnecki	Thomas Graber	Jim McCloy
Laura Meads	Beverly Messina	Lindsay Miszcak
Paul Roncelli	Clarence Simonis	Mak Sinclair
Brent Singer	Stewart Smith	Colleen Tate
Adam Terry	Jeffrey Warden	Tamara Wilfinger
Sarah Woolnough		

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 ...
Platinum
Sponsors**



MichBusiness
Powered by MBPA
explore | connect | thrive

McLaren
HEALTH PLAN

PriorityHealth

2018 Medicare Summit



THANK YOU ... Current HUPAC Contributors

Tiffany Albert	Angela Garner	Kevin Mcguinn	Barbara Shooshanian
Suzetta Alberts	Connie Gartee	Dennis Morier	Garrett Simonis
Karl Albrecht	David Greene	John O'Connell	Erika Sklar
Neil Baxter	Richard Hamlin	Nancy Papet	David Sokol
Amanda Bobrovetski	Kevin Hamming	Patrick Pennefather	Michael Spleet
William Brown	Louann Hinton	Jeffrey Pierce	Gwyn Starr
Kareim Cade	Randall Hoover	Kristopher Powell	Candius Stearns
Joel Clark	Michelle Howard	Amy Purcilly	Greg Sudderth
Catherine Cooper	Rocky Husaynu	Barry Regling	James Timpa
Michael Daubenmeyer	Karole Jensen	Michele Rivas	Dustin VanDuine
Sara DeMont	Stacey LaFay	Jim Roberts	Tom Webber
Timothy Duffy	Charles Lingenfelter	Douglas Roehm	Valerie Welch
Michael Dulapa	Gregory Liposky	Robert Roney	Victor Whang
Tim Elkins	Leslie Loftus	Stephen Rosser	Micah Widder
Jeanne Embry	Adam Lupcke	Peter Schermer	Edward Williams
Michael Embry	Ted Maitland	Stephen Schutte	Shyue-Jyh Yau
David Engle	Kevin Mannor	Steven Selinsky	
Denise Erwin	Lisa Maxwell	Paul Sherwood	
Anthony Fracchia	Frank Mayer	Tracy Shippy	

**Contact Your
Legislators
NOW!**

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

2018 Tiger Day



2017/2018 Awards

NAHU Recruiter of the Year– Michelle Howard

NAHU Pacesetter Award & Presidential Citation– Robert Roney

2018 NAHU Triple Crown Qualifiers– Michael A. Embry, Michelle S. Howard, Barb Shooshanian, Dustin VanDuine

Don't Miss Out ... Save these Dates!

2018/2018 Member Meetings- Troy MI

Thursday, November 15, 7:30 a.m.-10:30 a.m.

Thursday, January 17, 7:30 a.m.-10:30 a.m.

Thursday, February 21, 7:30 a.m.-10:30 a.m.

Thursday, March 21, 7:30 a.m.-10:30 a.m.

Thursday, April 18, 7:30 a.m.-10:30 a.m.

2019 MDAHU Expo- Troy MI

Thursday, May 9 8:00 a.m.-5:00 p.m.

Tiger Day- Detroit MI

2019 - TBD

MDAHU Golf Outing- Novi MI

2019- Tuesday, June 18 9:00 a.m-5:00 p.m.

Medicare Summit Detroit MI

2019- Thursday, September 26