



VAHU News

E-blast Issue



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Spotlight on Tim
Hicks



Our April spotlight features the charismatic **Tim Hicks**. Originally from Stewartstown, PA,

April 2017 Issue

Early Bird Deadline for the VAHU Annual Conference is Approaching!

VAHU ANNUAL CONFERENCE

PROTECTING THE CONSUMER'S FUTURE
VAHU Virginia Association of Health Underwriters
AMERICA'S BENEFITS SPECIALISTS
SHERATON VIRGINIA BEACH OCEANFRONT HOTEL
MAY 22-23, 2017

THE YEAR OF THE BROKER

First Timers - Register for 50% off regular pricing! Early bird registration ends April 24!

VAHU is planning a memorable, not-to-miss event for May 22-23 at the Sheraton Virginia Beach Oceanfront Hotel. Get ready for an informative, fun and exciting conference, featuring CE courses, exhibitors, parties, prizes and new twists.

Sponsors and Exhibitors: Don't miss out on the opportunity to have your name shine in front of more than 250 industry professionals.

If you arrive early, join us on the boardwalk at the Sheraton on Sunday, May 21 at 6 p.m. for our Corn Hole Tournament!

The fun continues on Monday, May 22 at our Topgolf Tournament, the fees of which are included in your conference registration. Then at 2 p.m., meet us back at the Sheraton for our first CE entitled, "Mending Healthcare Reform," taught by **Roger Bayne** of Benefit Indemnity Corp.

Be sure to check out our Networking Cocktail Party in the Exhibit Hall at 4 p.m. Then, board the Spirit of Norfolk for cocktails, great food and exhibitors at 5:30 p.m.!

Tuesday, May 23 will be action packed beginning with our general session at 9 a.m. with morning speakers **David Mordo**, NAHU Legislative Chair, **Marcy Buckner**, NAHU Vice President of Government Affairs and **Steve Honig** of OCA.

After our morning speakers, join us for our breakout sessions. Attend our Networking Lunch with exhibitors at noon to chat with your favorite vendors, meet some new ones, and win prizes. CE sessions will follow, beginning

Tim has lived in Virginia since 2001 and currently resides in Powhatan, VA.

Tim's professional career began in law enforcement. Stationed in Alaska, Tim served as a military policeman and then as a civilian police officer. Tim sought a career change after 17 years and left the field. As part of this transition, he contacted his insurance carrier to cancel his disability policy.

That phone call resulted in both a job interview and offer to sell health insurance as an independent associate with AFLAC. His career in the health care industry had begun.

Tim has since worked with Brown & Brown, spearheading their benefits department for P&C accounts. He also served as a small group representative for Aetna. Tim joined Humana in 2012 and is currently the direct independent channel sales executive, responsible for sales in Virginia and the entire Northeast.

Tim's involvement with VAHU began in 2004 while working for Brown & Brown. After attending a VAHU symposium, he approached his Executive VP, suggesting the brokerage get more involved with the organization.

His VP's response resonated with Tim: "Every insurance agent should support the association that supports their livelihood." Tim joined the Central VA chapter and was appointed Director at Large within his first six months.

at 2 p.m.

And, don't miss our celebrity guest speaker, **Frank Beamer**, head coach of the Virginia Tech Football Team, at 4 p.m. There will be raffle prize drawings at 5 p.m. We have some great prizes this year and you must be present to win.

The early bird deadline is approaching quickly. Don't miss your opportunity to save \$30 by registering by April 24. VAHU members will save \$40 over non-member prices for a total of \$70 if you register early! Click [HERE](#) to register.

First-timers will save \$70 off the registration fee for the full conference. Before April 24, that's just \$70 for members and \$90 for non-members for a savings of 50% off! After the early bird deadline, it will be \$100 for members and \$120 for non-members. If you've never attended the conference before, email us at info@vahu.org today to claim your special discount.



THANK YOU TO THOSE SPONSORS WHO HAVE ALREADY COMMITTED THEIR SUPPORT:

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Bronze Sponsors



VAHU Needs You!

Have you ever considered getting more involved in VAHU? Those who are involved say it has been the best thing they have ever done for their career. "Being involved in VAHU has brought me endless opportunities from networking, to legislative information and training," VAHU president **Lindsey Waters** said. "I urge you to get involved and see what it can do for your career."

Tim has twice served as the President of the Central VA chapter and is currently immediate Past President. At the state level, he served as the 2011-2012 VAHU president and was the first VAHU state president to be awarded the Landmark Award. He is also currently the state HUPAC Chair.

It is Tim's hope that with all the changes happening in our industry, brokers will continually turn toward VAHU to help stay educated and motivated. He implores young brokers to "not let current changes in the health care industry dissuade you from looking into a career in insurance. There are so many different areas to specialize in and the flexibility to make your own hours is priceless. Looking back, I wish I had made that phone call 10 years earlier."

Tim highlights that "from a networking standpoint VAHU is like an invisible mentorship. Even after all these years I still go to meetings and pick up new information useful in my day-to-day business dealings."

So what's something that we don't know about Tim? A seasoned pencil sketcher, Tim has drawn numerous sketches of objects, people and replicas of black and white photographs. In addition, Tim has tried his hand in amateur powerlifting, bench pressing more than 300 pounds, squatting 525 pounds and dead lifting more than 400 pounds - the equivalency of three or so VAHU members.

Want to Get Involved?

The state board is looking for new volunteers to help lead this great association. Please contact president-elect [Heather Kochanowicz](#) to be considered for a state board position.

The local chapters need your help as well! Please contact your chapter president and express your interest in getting more involved:

Eastern Chapter: [Anya Simpson](#)
Central Chapter: [Matt Irvine](#)
Northern Chapter: [Kim Molthen](#)
Piedmont: [Lori Carter](#)
Southwest: [Amy Mutter](#)

Chapter News

Northern

The Northern Chapter hosted their annual charity event on April 6 at Topgolf in Ashburn, VA. Participants enjoyed a day of golf, good food and camaraderie. All proceeds from this event were donated to the Sweet Julia Grace Foundation, a foundation which focuses on meeting the non-medical needs of children who are chronically or seriously ill, have special needs or in the midst of a medical crisis.



"Thank you to those who participated in our Topgolf event," Northern chapter president **Kim Molthen** said. "We had a blast and I am thrilled that our group was able to contribute to such a meaningful cause."

The 1st place winner, **Robin King** is pictured above. The winning team is pictured left: Left to right, **Mike Burns, Mark Khatib, Jeff Smith, Mike Findling and John Howard.**

Please visit www.northernvahu.org to learn more about the Northern Chapter.

Southwest

On March 15, the Southwest Chapter hosted a membership luncheon at the Hunting Hills Country Club in Roanoke featuring **Roger Bayne**, president of Benefit Indemnity. "We were thrilled with the outstanding turnout of more than 50 people," Southwest chapter president **Amy Mutter** said. "We were glad that so many people were there to hear all of the important information going on at VAHU."

On April 11, SWVAHU invites you to join in a membership lunch and 1

VAHU Needs You!
Feel free to contact your National officers at any time:

President: [Lindsey Waters](#)

President Elect:
[Heather Kochanowicz](#)

Past President: [Lori West-Carter](#)

Treasurer: [Brenda Cutting](#)

Membership: [Josh Viles](#)

Legislative: [Chris Renkar](#) and [Amy Mutter](#)

Media Relations:
[Jessica Bagby](#)

Prof. Development:
[Anya Simpson](#)

Awards: [Jill Age](#)

Communications:
[Cameron DeBord](#)

Member at Large: [Arty Accardo](#)

Chapter Presidents:

Northern - [Kim Molthen](#)

Central - [Matt Irvine](#)

Eastern - [Anya Simpson](#)

Southwest - [Amy Mutter](#)

Piedmont - [Lori West-Carter](#)

For information on a local chapter, please click the chapter name to be directed to the chapter's website.

Support HUPAC

HUPAC is working for you.

Where do you spend \$10 a month?
How about spending

hour CE featuring NAHU CEO **Janet Trautwein**. Ms. Trautwein will present: "Live from NAHU: 100 Days In - The Outlook for Health Reform." Lunch will be served at 11:30 AM. There is no charge for SWVAHU members and a \$30 fee for non-members.

Save the date for the Chapter's annual golf outing on Thursday, May 25! The event will be hosted at the beautiful Hunting Hills Country Club.

Please visit www.vahu.org/swvahu to learn more about our programming.

Piedmont

The Piedmont Chapter will rebroadcast the Live from NAHU! presentation featuring NAHU CEO, **Janet Trautwein**, on Thursday, April 27 from 11:30 a.m. - 1:30 p.m. at Phase 2 Restaurant.

For Piedmont chapter members who have attended the VAHU state conference before, the chapter will reimburse you \$30 for the cost of your ticket to the conference. Please contact Lori Carter once you register to receive your reimbursement. First time attendees will receive 50% off your registration through regular registration.

Eastern

The Eastern Chapter April meeting will take place on April 11 at 11:30 AM. The event will feature the live streaming of NAHU CEO, **Janet Trautwein**, presenting: Live from NAHU! 100 Days In - The Outlook for Health Reform. Topics to be addressed include the actions proposed - and underway - by the Trump Administration and Congress. What is the status of the "repeal and replace" effort? What are the legislative priorities that NAHU is pursuing? The cost for this event is \$15 for members and \$25 for non-members.

"This topic is of extreme importance to those in our field and the presentation is certain to be very informative. I hope that you will join us," said Eastern chapter president **Anya Simpson**.

Please click [HERE](#) for more information.

Membership Update

VAHU Members - Refer a Friend and Save!

It's easy! [Download this form](#) and fill it out with the names of three friends or colleagues who might be interested in VAHU membership.

Send it back to us and we'll do the rest!

Everyone who sends back a form will be entered into a drawing for a \$100 VISA Gift Card!

Either scan it and email to virginiaahu@gmail.com or fax it to **908-292-1177**.

When two of your friends join, you will receive **\$50 off Registration to the Annual VAHU Conference!**

When four of your friends join, you will receive **\$100 off Registration to the Annual VAHU Conference!**

Your friends must not have been members in the last 12 months to qualify

it on your career?

[Email us](#) today to make
a donation

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Got News?

We want to grow our newsletter! Do you have a new certification or other news to announce?

Please share it with us!
Email us at
info@vahu.org.

Never been to the VAHU Annual Convention?

First timers can now attend the annual convention for **50% off!** Come join us May 19-21 at the Sheraton Virginia Beach Oceanfront Hotel! Don't miss out, [register now!](#)

Welcome to the VAHU!

The VAHU would like to welcome **Lisa Collins, Joseph O'Malley, Laurel Doten** and **Corinne Willi**, new members who joined in March.

Our apologies if we missed anyone. If you are not receiving email updates from the VAHU or your local chapter, please let us know at info@vahu.org and we will add you to our list.

LPRT

NAHU's Leading Producer Round Table (LPRT) encourages excellence among its members by recognizing their sales achievement.

LPRT members demonstrate exceptional professional knowledge and outstanding client service. NAHU formed the Leading Producer Round Table in 1942 to recognize the successful underwriters of accident and health insurance. Today, NAHU and the LPRT Committee are committed to making LPRT the premier program for top health, disability long-term care and worksite marketing insurance producers, carrier representatives, carrier management and general agency/agency managers.

To qualify for LPRT, you must be actively employed in the health insurance industry and make positive contributions in your professional endeavors. For more information visit www.nahu.org.

The mission of the Virginia Association of Health Underwriters is to educate, influence and inspire insurance professionals and legislators to lead the development of the future health insurance environment for the citizens of the Commonwealth of Virginia.