



Connect with VAHU!

January 2017 Issue



Register Now! Capitol Conference 2017

Calling all Advertisers

Your logo could be here!

Would you like more exposure to the members of VAHU? This is your opportunity to have your company's logo here, in the monthly **VAHU News** as a sponsor.

Please email: VirginiaAHU@gmail.com for ad pricing.



February 13-15, 2017
Capitol Hyatt Regency, Washington DC

- Because as an association, we "matter" more than ever before. All legislators and regulators need to be constantly reminded of that.
- Because the role of the broker has expanded as never before, and our clients expect and deserve our advocacy on their behalf.
- Because our careers and businesses are no less important than anyone else's.

Please mark your calendars for this very important event!

Click [HERE](#) for details.

Click [HERE](#) to register.

Join us for **VAHU State Dinner!**

Monday night, February 13
Old Ebbitt Grill

675 15th St NW, Washington DC

We are currently seeking sponsorships for dinner! For just \$250 we will publish your name in our newsletter and provide signage at the dinner.

Please click [HERE](#) to sign up as a sponsor.

Register Now! Insurance Agents Day on the Hill

Spotlight on Amy Mutter



This month's spotlight features longtime member, **Amy Mutter**.

Amy lives in Roanoke, VA with her two children and husband, Jaret, who owns his own financial services firm.

Amy began her professional life as a first

grade teacher with a passion for technology. Her technical skills brought about career opportunities which ultimately led her to work in sales. In 2002, Amy made the move to the healthcare industry when her oldest child turned six months old. As a new mom seeking work flexibility, she was drawn to the profession and began working for **Charlie Webb**.

While she currently works as an Account Manager for Innovative Insurance Group (formerly known as Benefits Group), Charlie was responsible for introducing Amy to VAHU. In fact, her first assignment there was to join the association. "Charlie, himself, was a former president of our local chapter and has always been a huge advocate of NAHU," she said. "He insists that his employees join and he supported our efforts consistently."

Paul Taylor, president of the Roanoke Chapter at the time, recruited Amy to put her technical prowess to work as the Communications Chair. Her work continued from there.

She has served as President of the Southwestern Chapter on and off since 2006 and has taken on positions not filled over the years. She served as the Communications Chair for the state from 2008-2016 and was the state President from 2014-2015.

Amy is currently the President of the Southwest Chapter and Co-Chair of the Legislative committee



VAHU, together with IIAV, will host its 2017 Insurance Day on the Hill on February 1, 2017 in Richmond. Stand united with fellow brokers to bring awareness and understanding to our legislators of the issues facing the health insurance industry. Building relationships with our elected representatives is essential to the livelihood of our organization.

- Learn what key state lawmakers are planning to achieve during the legislative session
- Meet your local Senators and Delegates
- Have your voice heard

The more members who attend, the more legislators and staffers we can reach out to and touch, the more impressive we are as an organization, and the more people with whom we can share our vision of value-added service.

Rooms will be available at the Hilton at 501 Broad Street in Richmond. The cost to participate is \$20 for IIAV or VAHU members; \$35 for non-members.

Click [HERE](#) to view a detailed agenda and to register.

One Voice, One Message.

Thank you to our Corporate Sponsors:



Save the Date! VAHU 2017 Annual Convention May 22-23, 2017



This year the VAHU Conference presents a new schedule, new presentations and new attendee pricing. All new reasons for you to attend! It will be held at the Sheraton Virginia Beach Oceanfront Hotel. Come join us at the beach!

You will get a Packed Exhibit Hall, Industry Networking Opportunities, Timely CE Courses, Exciting Speakers, Breakout Sessions, Prizes, and a boat cruise on the Spirit of Norfolk!

along with **Chris Renkar**. "As a Legislative Chair, I'd like to help tackle 'Healthcare Reform 2.0' but as we all know, there is constantly a changing demographic in our industry," she said. "Our chapters need to redefine themselves to encourage new members and retain the members we have. We need to try to market our association to young agents while at the same time focusing on the job at hand of being part of whatever becomes of Healthcare Reform."

To younger brokers out there, Amy asks that they consider how important an industry association can be to career development and growth over time. "What we are seeing is that young brokers think they can do it all alone and online, that they don't need to have face time with other brokers and within the regional chamber of commerce, etc." she said.

"Please understand that you do need that connection and it can be meaningful," she added.

"Join NAHU because you need the people who support you and that you can learn from. It's not just about what you do currently. We've all seen people who go through job change and because of their NAHU family, they immediately find new homes. Think about the possibilities for your future and what might be down the road."

So what don't we know about Amy?



Click [HERE](#) for event details on our website including an all-new schedule, new attendee pricing and more!

Click [HERE](#) for our conference prospectus detailing opportunities for your company to maximize exposure to the best and the brightest in Virginia's insurance industry.

If you have questions or would like to become a sponsor, please contact virginiaahu@gmail.com.

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



Brokers Making a Difference!

"I can't get enough of Hallmark Christmas movies. I'm kind of an addict," Amy said. "My family loves the beach - we go sailing every summer in the Outer Banks and we love it there! I'm also excited about a trip to Whistler, Canada - a new adventure for us!"

Want to Get Involved?

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](#)

BROKERS MAKING A DIFFERENCE

VAHU Story Submission Contest
August 1, 2016 - February 12, 2017

In Washington, DC, some legislators want proof that agents and brokers really make a difference. We need some real stories, and we need them now. These stories put a human face to the issues at hand—when people see specific instances of the good agents and brokers do, they gain a better understanding of their role as advocate and educator and the importance of maintaining that position.



What you can do:

- Tell your story - You don't have to be a writer and we will even help with the editing.
- Share specific experiences of how you were able to make a difference in the life of a client.
- Have your client share their own story personal story.
- Encourage your colleagues and friends to share their stories as well.
- Get members of your chapter and region on board to help increase the number of stories in your area.

Top submitting member rewarded as follows:

1st Place -

VAHU Conference Package
May 22-23, 2017
Featuring Registration fee, Top Golf outing, and 1 night stay at Sheraton Virginia Beach (5400 Value) *

2nd Place - \$50

3rd Place - \$25

*minimum 2 winners for 1st

For more information on Brokers Making a Difference or to submit a story visit
www.nahu.org/brokersmakingadifference

For additional questions please contact VAHU Legislative Chairs
Chris Renkar - 804.740.4100 ~ Amy Mutter - 540.613.8803

Chapter News

Eastern

The Eastern Chapter's February membership meeting will take place on February 2nd, 2017 and will be preceded by a board meeting. The chapter has tentative plans to host a March FUN-Raiser, so please stay tuned for more details!

Southwest

The Southwest Chapter has scholarship opportunities available to members interested in attending the leadership training at the Capitol Conference and making a 2 year commitment to the SWVAHU board.

Please contact **Amy Mutter** at (540)613-8803 for more information. Please watch your email for notifications regarding upcoming local meetings and the spring golf tournament.

Central

The Central Chapter looks forward to hosting the luncheon at the February 1 **Day on the Hill**. Check back next month for future scheduled meetings.

Northern

[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 it on your career?

Email us today to make a donation

Download the HUPAC Contributor Form

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.

The Northern Chapter will host a Lunch & Learn on February 27 from 11:30 AM - 1:00 PM. **Rodger Bayne**, President of Benefit Indemnity, will present: *Repeal and Replace: A Snap Shot of The Ramifications* (1CE Virginia). The lunch will be held at Il Fornaio, Reston Town Center, 11990 Market Street, Suite 106, Reston, VA.

Save the date for the NVAHU Annual Top Golf Charity Event!

Thursday, April 6, 2017, 3PM - 6 PM

Location: Top Golf in Ashburn, VA

Registration is now open and sponsorship opportunities are available!

*Proceeds to benefit the [Sweet Julia Grace Foundation](#). The foundation 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.

Please see NorthernVAHU.org for all the details.

Piedmont

The Piedmont Chapter looks forward to seeing their members at the February 1 [Day on the Hill](#). Please stay tuned for information on future meetings and events.

Membership Update

Save on Capitol Conference in Washington DC.

Recruit 2 people between now and Cap Conference and receive **\$50 off**. Recruit 4 or more and receive **\$100 off**. New members may apply for a financial scholarship as a first time attendee.

The Membership Committee is pleased to present this incentive program and needs your help to make it successful. Our team of dedicated professionals, representing all five chapters, lends its time and energy to this campaign and many other membership initiatives. Please join us in our efforts when you can; membership recruitment is the lifeblood of our organization.

Bottom line? Without you, there would be no VAHU. And without VAHU, the role of the health insurance broker in Virginia is at-risk. Thank you for working together to keep our industry healthy and our role in it vibrant.

Welcome to the VAHU! The VAHU would like to welcome **William Chisholm** and **Jonathan Lowe**, new members who have joined since December.

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.

Congratulations to 2016 Triple Crown winners:

Barbara Rogers
Anya Simpson
Robert Stults
Lindsey Waters



The President's 2017 Triple Crown Program

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 accomplishment in three key areas. However, while baseball's Triple Crown hasn't been won since 1967, NAHU's Triple Crown can be won every year by hundreds of our members.

Criteria

To qualify for the Triple Crown, within the calendar year, a member must:

- HUPAC:** Participate in the \$12 x 12 draft program or contribute \$150 a year
- Membership:** Recruit at least two new members
- Advocacy:** Use Operation Shout to send at least three messages

One, two, three—it's that simple!

While members have the entire year to complete the requirements, winners will be announced quarterly. Once a member achieves Triple Crown, their name will appear only once on the specific quarterly qualifiers report in the quarter in which the recognition was obtained. Once earned, the member has qualified for that calendar year.

Recognition

Members who meet these criteria will be recognized in a variety of ways, including a unique "President's Triple Crown" lapel pin and recognition in HIU magazine, and on NAHU's website.

The Triple Crown Club

Recognizes members who have achieved the Triple Crown recognition for 3 consecutive years or more. Qualifiers will be determined and recognized at NAHU's Annual Convention.

Criteria

- Emerald Level** — Received the Triple Crown award for 3 consecutive years
- Ruby Level** — Received the Triple Crown award for 5 consecutive years
- Diamond Level** — Received the Triple Crown award for 10+ consecutive years

Recognition

Members who qualify for Presidents Club will be recognized with special ribbons and certificates at NAHU's Annual Convention, recognition in HIU, and on NAHU's website.

Claim the Crown!
Address your questions to: Triplecrown@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.

VAHU, 5311 Patterson Ave, Richmond, VA 23226