

## CE BREAKOUT SESSIONS

### CDHC & It's Components

MARLENE BOWEN, LUTCF, RHU, Mehringer & Associates  
*An overview of Consumer Directed Health Care, including HSAs, FSAs and HRAs and how they fit into the new environment.*

### COBRA

SHERRY L. BRACKNEY  
Employee Benefits Security Administration, Dept. of Labor  
*An overview of COBRA and the latest changes from the Department of Labor expert.*

### Consumerism in Health Care

CHRISTOPHER PARKS, change:healthcare  
*Why employees used to not care and what employers better know in Health Care.*

### HIPAA Portability

SHERRY L. BRACKNEY  
Employee Benefits Security Administration  
Dept. of Labor  
*An overview of HIPAA Portability, including the latest on Nondiscrimination regulations, from the Department of Labor expert.*

### Medicare & Medicare Supp

MARY ANN HACK, Insight LTCi Services, LLC  
*What Every Health Insurance Agent Should Know Learn about: Medicare Eligibility & Enrollment, When an Employee Should Delay Enrolling in Medicare Part B, Medicare Supplement Modernization, and Training Requirements for Medicare Products*

### Take Another Look at Long Term Care Insurance

MARY ANN HACK, Insight LTCi Services, LLC  
*Learn Why LTC Insurance Should be a Part of Retirement Planning, How LTC Insurance Can be Made More Affordable, State LTC Partnership Programs, Training Requirements for LTC Insurance*

### The ROI of Dental Insurance

JED J. JACOBSON, D.D.S., M.S., M.P.H., Renaissance Dental  
*The purpose of this course is to provide the participant with an understanding of the burden of oral disease, realize the linkage between oral health to general systemic health and have an understanding of evidence-based dental benefit design.*

### Out-Performing Trend

DENNIS E. WRIGHT, RHU, IntraHealth Solutions, Inc  
*Learn how one-third of health plans outperform the trends.*

### Wellness

JONATHAN STITES, Individualized Care Management  
*A Personal Wellness Profile helps employees take their first step to better health. Through this comprehensive assessment, employees learn to begin to take personal responsibility for their health.*

# SPECIAL THANKS TO OUR SPONSORS

## GOLD

Wednesday Welcome

Sponsored by:



Wednesday Awards Banquet

Sponsored by:



Thursday Welcome

Sponsored by:



Thursday Luncheon

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## SILVER

Wednesday Awards Cocktail Party

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Thursday Continental Breakfast

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Thursday AM Break

Sponsored by:



INDIANA STATE ASSOCIATION  
OF HEALTH UNDERWRITERS

**ISAHU  
2008  
CONVENTION**

**August 27 – 28,  
2008**

**Embassy Suites  
110 W. Washington  
Indianapolis, IN 46204**

Our Platinum Sponsor...



**Renaissance<sup>SM</sup>  
Dental**



# ISAHU 2008 ANNUAL CONVENTION



Wednesday, August 27, 2008

11:00 - 12:30 p.m.	ISAHU Board Meeting	Coronation I
12:30 - 1:00 p.m.	Convention Registration Outside Ambassador (Exhibitor Hall)	Ambassador
1:00 - 2:00 p.m.	Welcome & Overview – Dennis Wright, ISAHU President Speaker - Rick Notter, <b>Sound Advice</b>	Consulate
2:00 - 3:45 p.m. Individual Leadership Training Sessions:		
<b>Executive</b> Chancellor I	<b>Awards</b> Coronation I	<b>Education</b> Diplomat - 18th Floor
<b>Legislative</b> Chancellor II	<b>Media &amp; Communications</b> Chancellor III	<b>Membership &amp; Retention</b> Coronation II
2:00 - 2:50 p.m.	CE Breakout Session - HIPAA Portability, Sherry Brackney	Consulate
3:00 - 3:50 p.m.	CE Breakout Session - COBRA, Sherry Brackney	Consulate
4:00 - 4:50 p.m.	CDHC & It's Components, Marlene Bowen	Consulate
CE Breakout Session	Wellness, Jonathon Stites Consumerism, Christopher Parks Long Term Care, Mary Ann Hack	Chancellor I Chancellor II Chancellor III
4:15 - 5:15 p.m.	Exhibitor Visits	Ambassador
6:00 - 7:00 p.m.	Cocktails with Exhibitors (ticket required)	Ambassador
7:00 - 10:00p.m.	Awards Banquet (ticket required) Speaker - <b>Steve Salamon</b> , The LionTrainer Group and Presentation of Awards	Coronation I & II

Thursday, August 28, 2008

8:00 - 8:30 a.m.	Convention Registration – outside Exhibitor Hall Continental Breakfast with Exhibitors	Ambassador Ambassador
8:30 - 9:30 a.m.	Welcome & Speaker - Pat Kiely, IMA	Coronation I & II
9:30 - 10:30 a.m.	Wellness, Jonathon Stites Out-Performing Trend, Dennis Wright Medicare, Mary Ann Hack HIPAA Portability, Sherry Brackney	Chancellor I Chancellor II Chancellor III Consulate
CE Breakout Session		
10:30 -11:00 a.m.	Break in Exhibitors Hall	Ambassador
11:00 -12:00	Dental, Dr. Jed Jacobson Consumerism, Christopher Parks Long Tern Care, Mary Ann Hack COBRA, Sherry Brackney	Chancellor I Chancellor II Chancellor III Consulate
CE Breakout Session		
12:00 - 1:30 p.m.	Luncheon, Speaker - <b>Abdul Hakim-Shabazz</b>	Coronation I & II
1:30 - 2:00	Exhibitor Visits	Ambassador
2:00 - 3:00 p.m.	Dental, Dr. Jed Jacobson Consumerism, Christopher Parks Medicare, Mary Ann Hack Wellness, Jonathan Stites	Chancellor I Chancellor II Chancellor III Consulate
CE Breakout Session		
3:00 – 3:30 p.m.	Thank You & Door Prizes	Coronation I & II

## OUR SPEAKERS



**WEDNESDAY WELCOME**

**RICK NOTTER**

Author & Motivational Speaker



**WEDNESDAY AWARDS BANQUET**

**STEPHEN J. SALAMON**

The LionTrainer Group, LLC



**THURSDAY BREAKFAST**

**PAT KIELY**

Indiana Manufacturers Association



**THURSDAY LUNCHEON**

**ABDUL HAKIM SHABAZZ**

Newstalk 1430 AM, WXNT





# INDIANA STATE ASSOCIATION OF HEALTH UNDERWRITERS 2008 STATE CONVENTION



August 27 – 28, 2008

*Embassy Suites*

110 W. Washington, Indianapolis, IN 46204

*Our Platinum Sponsor...*



## ISAHU 2008 ANNUAL CONVENTION Featured Speakers

*Wednesday Welcome, sponsored by...*



**RICK NOTTER**

**Author & Motivational Speaker**

Rick Notter, author of the book *Sound Advice*, provides an energetic and entertaining look at how sounds, particularly music, can be used to improve your mood, your health, even change your life. Notter has over three decades of experience as a writer, public speaker and television personality. He is currently Director of Sales for a Fortune 35 company, where he is involved in training and motivating salespeople from all walks of life.



*Wednesday Awards Banquet, sponsored by...*



**STEPHEN J. SALAMON**  
**The LionTrainer Group, LLC**

Stephen J. Salamon has been an independent health insurance and employee benefit Broker for over 20 years. He was actively involved in the campaign and administration of former Maryland Governor Robert L. Ehrlich, Jr. and was appointed to the Maryland Health Care Commission by the Governor in March 2003 where he served as Chairman from October 2004 until February 2007. Steve served on NAHU's Leadership Team (2002 - 2003), as Chairman of HUPAC (2001 - 2002), on the NAHU Legislative Council (1999 - 2001) and as Chairman of the Council (2000 - 2001), as NAHU's Associate Legislative Chairman for Employee Benefits (1995 - 1997), and as NAHU Region I Legislative Chairman (1993 - 1995). Steve received NAHU's "Distinguished Service Award" in 1995. In 2007, Steve established The LionTrainer Group, LLC to reach out to Association members and motivate them to become engaged in the legislative process. He has expanded the firm's services to include working closely with selective elected officials for the purpose of securing political contributions not available through the traditional fundraising process.

Thursday WELCOME! Sponsored by...



**PAT KIELY, President & CEO**

**INDIANA MANUFACTURERS ASSOCIATION**

Pat Kiely joined the Indiana Manufacturers Association as President and CEO in 1991. A native of Anderson, Indiana, he served as a State Representative in District 36 from 1978 to 1991. Mr. Kiely is currently serving as vice chairman of the National Industry Council/State Associations Group (NIC/SAG) of the National Association of Manufacturers (NAM) and a NAM board member and vice chairman of the Conference of State Manufacturers Associations (COSMA). He is secretary of the Indiana Legal Foundation, and serves on the Indiana Business Journal's Editorial Advisory Board, the Governor's Education Roundtable, the Director's Circle of the Indiana Council for Economic Education and the Board of Governors of the Skyline Club.



Thursday Luncheon, sponsored by ...



**ABDUL HAKIM SHABAZZ**

**Newstalk 1430 AM, WXNT**



Abdul Hakim-Shabazz, an actor and stand-up comedian, is the host of "Abdul in the Mornings" weekday mornings from 6-10 on Newstalk 1430 AM, WXNT. Abdul's program focuses on local, state and national issues. His list of guests have included Presidential candidates John McCain, Barack Obama, U.S. Senators Richard Lugar and Evan Bayh, Governor Mitch Daniels and Indianapolis Mayor Greg Ballard. Abdul is also an attorney and Of Counsel at the law firm of Lewis and Wilkins in downtown Indianapolis. He is an adjunct faculty member at the University of Indianapolis and Ivy Tech Community College, editor of Indiana Barrister, one of the premiere blogs on state and local government and a political contributor to WRTV 6.

**A SPECIAL THANKS TO OUR SILVER SPONORS...**

*Aug. 27 Awards Cocktail Party...*



*Aug. 28 Continental Breakfast...*



*Aug. 28 AM Break...*



**ISAHU 2008 Convention**  
**CE Sessions**

*Our Platinum Sponsor...*



# Renaissance<sup>SM</sup> Dental

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# ISAHU 2008 CONVENTION

## REGISTRATION FORM

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip Code: \_\_\_\_\_

Indiana Insurance License # \_\_\_\_\_ Member # \_\_\_\_\_

Email Address: \_\_\_\_\_

\_\_\_\_\_ Member:

\_\_\_\_\_ \$125.00 per person Convention Only

\_\_\_\_\_ \$150.00 per person Convention *plus* Awards Cocktails & Banquet

\_\_\_\_\_ Non-member:

\_\_\_\_\_ \$150.00 per person Convention Only

\_\_\_\_\_ \$175.00 per person per person Convention *plus* Awards Cocktails & Banquet

\_\_\_\_\_ I will bring a guest to the Awards Cocktail Party & Banquet; \$25 per person

Guest Name \_\_\_\_\_

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### Wednesday, August 27

2:00 – 4:00 PM

I will attend the following Leadership Session (*for incoming chapter leaders*):

\_\_\_\_\_ Executive (President, Pres.-Elect, Vice-Pres., Secretary & Treasurer)

\_\_\_\_\_ Awards \_\_\_\_\_ Education \_\_\_\_\_ Legislative

\_\_\_\_\_ Membership & Retention \_\_\_\_\_ Media & Communications

**OR** I will attend the following CE Session(s):

\_\_\_\_\_ 2:00 – 2:50 *HIPAA Portability*, Sherry Brackney, DOL/EBSA

\_\_\_\_\_ 3:00 – 3:50 *COBRA*, Sherry Brackney, DOL/EBSA

4:00 – 4:50 PM CE Breakout Session (**Choose one**):

\_\_\_\_\_ *CDHC & Its Components*

\_\_\_\_\_ *Consumerism in Health Care*

\_\_\_\_\_ *LTC*

**FULL** *Wellness*

### Thursday, August 28 **Choose One Each Session:**

9:30 – 10:20 AM CE Breakout Session I:

\_\_\_\_\_ *HIPAA Portability*

\_\_\_\_\_ *Medicare*

**FULL** *Outperforming Trends*

\_\_\_\_\_ *Wellness*

11:00 – 11:50 AM CE Breakout Sessions II:

\_\_\_\_\_ *COBRA*

**FULL** *Consumerism in Health Care*

\_\_\_\_\_ *Long Term Care*

\_\_\_\_\_ *The ROI of Dental Insurance*

2:00 – 2:50 PM CE Breakout Session III:

\_\_\_\_\_ *The ROI of Dental Insurance*

**FULL** *Consumerism in Health Care*

\_\_\_\_\_ *Medicare*

**FULL** *Wellness*

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**Send Reservations & Payment to:**

**Please make checks payable to: ISAHU**

Indiana State Association of Health Underwriters

c/o Pat Griffey

227 Dixie Way North, Suite 210

South Bend, IN 46637

# ISAHU LEADERSHIP TRAINING ONLY RESERVATION

Embassy Suites  
110 W. Washington Street  
Indianapolis, IN 46204  
Wednesday, August 27, 2008  
1:00 pm – 4:00 pm

**WHO SHOULD ATTEND?** *All elected officers – all Board Chairs - Committee Members and any NAHU member who would like to help their chapter grow!*

**WHY ATTEND?** *You have made a commitment to take on a leadership role in your chapter. Make your job easier - why “re-invent the wheel”. Come and find out what works and what doesn’t work from the people who have gone before! You will leave with printed materials, lots of ideas and an enthusiasm for NAHU and your chapter that you just can’t get any other way!*

**COME AND MEET YOUR STATE BOARD! WE ARE HERE TO HELP YOU SUCCEED!**  
**And don’t forget to stay for an hour of CE at no charge!**

## AGENDA

- 1:00 – 2:00 Welcome – Dennis Wright, ISAHU President  
*Sound Advice*, Rick Notter, author & motivational speaker
- 2:00 - 4:00 *Leadership Breakout Sessions (choose one):*
- \_\_\_\_\_ **Executive** (Presidents, President Elects, Vice Presidents, Secretaries & Treasurers)
  - \_\_\_\_\_ **Awards**
  - \_\_\_\_\_ **Education**
  - \_\_\_\_\_ **Legislative**
  - \_\_\_\_\_ **Media Relations & Communications**
  - \_\_\_\_\_ **Membership & Retention**
- 4:00 – 4:50 Optional CE Sessions (*choose one at no charge*):
- \_\_\_\_\_ *CDHC & Its Components*
  - \_\_\_\_\_ *Consumerism in Health Care*
  - \_\_\_\_\_ *LTC*
  - FULL** *Wellness*
- 6:00 – 10:00 \_\_\_\_\_ I will attend the Awards Cocktail Party and Banquet (ticket required; \$25.00 per member)
- \_\_\_\_\_ I will bring a guest to the Awards Cocktail Party and Banquet  
Guest Name \_\_\_\_\_

## Leadership Training Only Reservations

While we will be as flexible as possible with the Leadership Training reservation deadline, it would be extremely helpful to know in advance who is attending the Leadership Training only.

*Please make your reservation prior to 8/13/08.*

\_\_\_\_\_ YES, I will be attending the ISAHU Leadership Training Conference on Wednesday, 08/27/08:

\_\_\_\_\_ NO, I will not be attending the Leadership Training Conference.

\_\_\_\_\_ Enclosed is my \$25.00 check (per person) payable to ISAHU, for the Awards Cocktail Party & Banquet

Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Email: \_\_\_\_\_ IN Insurance License # \_\_\_\_\_

Local Chapter: \_\_\_\_\_ Chapter Office Held: \_\_\_\_\_

*Send Reservations to:* Indiana State Association of Health Underwriters  
c/o Pat Griffey, 227 Dixie Way North, Suite 210, South Bend, IN 46637