

President's Report

Keith Wright, MAHU President

I hope everyone survived the 4th quarter okay. What a busy time of year professionally and personally.

Time now to gear up for Capitol Conference next month in DC. Always a good time and MAHU consistently has good representation. I believe Capitol conference and our Michigan Legislative day are our two most important events of the year. These events give us the opportunity to inform and educate our legislators of what we do and why we are relevant.



I am pleased to let you know that your state association has been honored with Gold Certification from NAHU again for 2019. The MAHU board at the state and local levels continue working hard for our members.

I look forward to seeing you soon.

Legislative Update

Cathy Cooper, MAHU Legislative Chair
Ryan Burtka, MAHU Lobbyist

The 100th Michigan Legislature is off to a slow start as newly elected House and Senate members start learning the legislative process. Committee chairs were named this month with Sen. Lana Theis chairing the Senate Insurance and Banking Committee, a post she previously held as a member of the state House. Rep. Daire Rendon is chairing the House Insurance Committee.



Out of the gate, the legislature is looking at tackling auto insurance rates. The House created a special committee, chaired by Rep. Jason Wentworth, that will be handling legislation to reform Michigan's no-fault system. While no plan or bill has

yet to be released, there is political pressure for both parties to get something done to lower auto insurance rates.

Rep. Michelle Hoitenga (R-Cadillac) introduced legislation removing the restriction on allowing felons to hold an insurance agent license. In the past, MAHU has advocated for keeping a strong licensing standard and offered amendments to previous legislation that would not allow any individual to get licensed if they had a felony in the last 10 years or if it was a violent crime or a crime that was a breach of public trust. We will be meeting with the bill sponsor as well as the Committee Chair and members of the House Insurance Committee in the immediate future to make sure our voice is heard.



CapCon 2019

NAHU's Capitol Conference is being held February 25 - 28th this year. This is a great chance to visit Washington D.C. and hear the latest and greatest news in our industry directly from NAHU and Members of Congress from both sides of the aisle. This is a great opportunity to meet with our

Members of Congress, especially since we have many new faces. We make it easy for you, MAHU handles the scheduling of visits and attendees. If you are new to this, don't worry, we pair you up with someone who has attended before. This is a great opportunity to see firsthand how it all works in D.C.

MDAHU Update

January has been a busy month for MDAHU. We started the year off with our Advanced Self-Funding certification on January 10 with over 60 members attending the event. The members found a lot of value and because of this we have scheduled the basic Self-Funding course in July. Then on January 17 we held our annual CEO meeting. We had the CEO's from Priority, HAP and Blue Care Network in attendance along with 170 members. The members in attendance said they found great value from the meeting and are looking forward to next year. We will continue to push forward with adding as much value as possible to our members.



Your board is here to serve you. Please let us know if there is any way we can improve upon what we do for you or if you would like to join a committee. To continue our association's growth, we need new members to volunteer their time and talents. It is not much time and can be 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 dvanduain@hap.org.

Dustin Vanduine, MDAHU President

AHP Panel

On Friday, February 1st MAHU will present "Association Health Plans Panel".



This is an important event to attend for all that have questions on

AHP. Join us in E. Lansing for a networking breakfast and lively discussion on AHPs.

Stand Out - Apply for LPRT Today

Distinguish yourself from the rest of the crowd.

Access exclusive training and discounts toward certifications or toward attendance at Annual Convention and Capitol Conference.

Develop an exclusive peer network through special events.

These are some of the benefits you gain when you qualify for the Leading Producers Round Table (LPRT). We've made it easier than ever to apply online. If you've applied in the past and you have questions OR you would like to provide feedback on what we can do to bring more value to you, please contact me. If you've never applied and you'd like to but you're not sure where to start, please contact me. Nationally last year we had a total of 409 qualifiers at one of five levels. The application process begins in February.

Gear up now... go to [NAHU LPRT](#) and review the points calculator to find out which level you may already qualify for. With peak around the corner, you still have time to bump this up to the next level! It's time for you to join LPRT!



[Click here](#)

UPCOMING EVENTS

MAHU announces 2019 Legislative Day

Please join fellow members from across the state as we meet at the State's Capital on Wednesday, April 17th for our annual Legislative Day. This is a unique opportunity to have breakfast with legislators and spend the day with peers meeting and discussing important issues with our elected officials. With one of the largest new member legislatures, this is a perfect opportunity to introduce our industry.

Our expected attendees will be around 50 strong - assist your industry and join us.

7:00 AM	Registration
7:30 AM - 8:30 AM	Legislative Breakfast
8:45 AM - 9:30 AM	Legislative 101 - Issue Update for Meetings
9:30 AM - 3:00 PM	Scheduled Legislative Meetings

Your individual information provided will assist the association in scheduling meetings for you in your legislative district. This is not always possible, but we do try to schedule you within your district.

Sponsorships are also available. Please support your association and industry by becoming a 2019 MAHU Legislative Day sponsor.

PLATINUM - \$2000.00

Promoted as Platinum Sponsor on signage, event communication & MAHU website
Announced at opening of Legislative Session
6 registrations to event
2 City of Lansing Parking Passes

GOLD - \$1500.00

Promoted as Gold Sponsor on signage, event communication & MAHU website
Announced at opening of Legislative Session
4 registrations to event
1 City of Lansing Parking Pass

SILVER - \$1000.00

Promoted as Silver Sponsor on signage, event communication & MAHU website
3 registrations to event

BRONZE - \$500.00

Logo on table tent at event
2 registrations to event

Thank you to our current sponsors:
HAA, HAP, CBI, Wright Insurance Group, PHP, Priority Health

Register to attend, or to sponsor by clicking the link below. Thank you for your continued support!

[REGISTER NOW](#)

Tax Reminder for 2018 Filings

As a reminder, 75% of NAHU annual dues are tax-deductible on your federal tax return. That is a \$202.50 deduction for 2018 and a \$242.50 deduction for 2019!



Michigan Association of Health Underwriters

We are an association of health insurance professionals who specialize in the delivery of individual and group insurance products. Our focus is to improve our health care system here in our state.

We represent our local chapters, clients, the insureds, and work to make health insurance more affordable and accessible for our state's residents. By educating our elected officials, we strive to avoid unnecessary legislation and the unintended consequences that often follows increased governmental involvement.