

President's Report

Keith Wright, MAHU President

I am using my column to share news from Region III VP Mike Deagle:

I wanted to advise that we are now LIVE and the Region III Leadership Conference Registration is up and running for the RLC in Louisville August 5-6, 2019! Please find a link to the prospectus for all of the details and links for you to register for the event and to book your hotel room. Please note that the Early Bird Registration rate and Hotel Room block expire July 12th.



Please note that all registrants may also register directly from the Kentucky AHU website at www.kentuckyAHU.org

The Agenda is not 100% completed yet as I am still working on details, but you will get the idea.

[DOWNLOAD REGION III PROSPECTUS](#)

The committee has been working very hard and we have a great lineup of speakers and programming for you. In addition, we will be adding at least 2 sets of round table discussions that are very popular.

Please do not delay, REGISTER TODAY!

Thank you and I look forward to seeing many of you in San Diego!

Michael Deagle, Managing Partner
NAHU Region III Vice President

Legislative Update

Cathy Cooper, MAHU Legislative Chair
Ryan Burtka, MAHU Lobbyist



The Auto no-fault reform bill was signed by Governor Whitmer on May 31st at the Mackinac Policy Conference. Details of the bill can be found by clicking here. <http://www.legislature.mi.gov/documents/2019-2020/billanalysis/Senate/pdf/2019-SFA-0001-A.pdf>

As reported previously, HB 4044, that would allow felons to apply for an insurance producer's license, was being taken up by the House Insurance Committee. It has passed out of the Committee. Previously, MAHU offered amendments that would require a 10 year cooling off period before an applicant could be licensed as well as excluding felonies that were violent or of a fiduciary nature. Representatives from MAHU have been part of an ongoing work group with other insurance agent associations and major insurance carriers across all lines of insurance to reach an agreement. Amendments to the bill contain MAHU's original suggestions that match federal ERISA and SEC guidelines for transacting insurance or financial products as well as include a "good moral character" review completed by the Department of Insurance and Financial Services. MAHU is neutral on this bill.

NMAHU Update

We are looking forward to sending a few of our members to the National meeting later this month in San Diego.

Our members gathered last month for a Healthcare Happy Hour at a local Tap Room in Traverse City. The evening was filled with smiles and networking. We had a low turnout but overall it was a great time!

Our golf outing is June 7th. Contact me for info.

Timothy Bruce CLU, CSA
President, NMAHU



MDAHU Update

Metro Detroit AHU wrapped up the 2018/2019 with our annual expo. We had over 200 participants and over 40 vendors this year at our event.

This year to kickoff the summer we have our annual golf outing. There will be over 140 golfers at the Links of Novi on June 18 enjoying the sun. Then in July we will have our self-funding 101 certification, followed by our annual Tigers game in August. MDAHU continues to prove that you need to be part of organization providing education, certifications and tons of fun.

Your MDAHU 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 dvanduin@hap.org.

Thank you,
Dustin VanDuine
MDAHU President



SMAHU Update

2019 Golf Outing

June 06, 2019

8:30 AM - 5:00 PM

Heritage Glen Golf Club

29795 Heritage Lane

Paw Paw, MI 49079

Join the fun at our Annual Golf Outing

[REGISTER](#)



WMAHU Update

The West Michigan Association of Health Underwriters (WMAHU) hosted the First Annual WMAHU Awards Gala at Kent Country Club on Friday, April 26th. It was attended by 150 members of the health insurance industry.

Six awards were presented to individuals and companies who were nominated through a voting process. The main award was the Trailblazer Award, awarded to someone who is paving the way for those to come, a leader and a mentor in the industry. It was presented to Pat Siciliano of Agent Alliance and renamed the Pat Siciliano Trailblazer Award.

"To say I am honored to receive the Trailblazer Award is an understatement," said



Pat Siciliano. "This award is especially meaningful because [WMAHU] had such a huge impact on my career. When I was new to the industry, this organization welcomed me with introductions to business prospects, clients and colleagues throughout the state and country...I am humbled that the membership chose me to represent the essence of this association."

Other awards included the Legacy Award presented to Dave Morgenstern of Associated Insurance Design, LLC, the Outstanding Member of the Year presented to Krista Davis of The Gremel Group, the Rookie of the Year presented to Dana Nicholson of HealthBridge, the Outstanding Service Award presented to Felicia Williams of Priority Health, and the Vanguard Award presented to TGG Solutions.

"Congratulations to all of the awards winners and thank you to those who attended this event," said Dana Nicholson, Event Committee Chair. "WMAHU has been going through a period of transition in recent years due to retirements or career changes, but tonight's celebration reminds us the accomplishments and efforts being put forth by our friends and colleagues to make the health insurance market in West Michigan a dynamic and thriving environment to build a career."



WMAHU President, Kyle Miller (L) and Board Chair, Brandon Erhart (R) pose with Legacy Award winner Pat Siciliano (C)



Members of the board pose with Member of the Year Award Winner, Krista Davis (From Left to Right: EJ Pearson, Brandon Erhart, Krista Davis, Kyle Miller, Toni Sperlbaum, and Troy Duimstra)

The event's main sponsor was Blue Cross Blue Shield. Other sponsors included Priority Health and Lighthouse Insurance Group.



Craig Geiger
Jacob Burghardt
John Kelly
Dwayne Judson
Ray Sohn
Julie Parks
Chris Allen
Jeff Romback

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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](#)

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.