



[NAHU Happy Hour Podcast](#)

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Are you a Leader in Benefits?

Join NAHU's Leading Producers Round Table!

Why LPRT?

If you're left on your own to tell a client how brilliant you are, you're just bragging like all the other agents. There is credibility and power in referencing that you're an expert in the benefits field because you're an LPRT award winner. This is just as true today as when LPRT first launched 75 years ago.

NAHU members from all sales backgrounds have a place under LPRT, whether brokers/brokerage management or carrier reps/carrier management.

In a time when you need to show more value to your clients, the value of LPRT recognition is more clear than ever. Our enhancements are already attracting many more people to apply for LPRT status.

Here's to helping you prove to your prospects that you're a Leading Producer!

If you're a person whose first reaction is to act, then complete the [LPRT Membership Application](#). It's simpler than you've seen in the past and now 100% online. You no longer have to provide documentation to prove your level.

[Benefits of LPRT](#) Click to see!

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EWAHU was recently recognized with Silver Certification as part of NAHU's Chapter Certification Program. The Chapter Certification program is an ongoing program that recognizes excellent chapters throughout the calendar year.

"The leadership of NAHU members has a far-reaching impact on providing for the

healthcare needs of individuals, families and business in their communities.

We are grateful for the Eastern Washington Association of Health Underwriters hard work with chapter development and recognize them for their efforts with this well-deserved award," said NAHU CEO Janet Trautwein.





Marsha Tellesbo

HUPAC Chair

This month's WAHU Board Member

Marsha Tellesbo is the owner of Tellesbo & Company Business Advisors in Seattle, WA starting in 1977.

She has been the HUPAC Chair for our state chapter for the past 10 years.

Marsha is passionate about the importance that HUPAC plays at the Federal level. HUPAC stature gives us the ability to get attention amid the clamor of Washington DC and make sure that our Congresspeople understand the impact on our industry of the items they vote on.

NAHU's Capitol Conference was held virtually this year and Marsha says that she misses the opportunity to connect with friends at this event.

Marsha is an avid golfer. She and her husband Russ, enjoy traveling, spending time with family and collecting wine.

Legislative Update

Senate and House Democrats Release Budget Proposals—Both Plans Rely on Passage of Controversial Capital Gains Tax.

Senate Committee Approves House-Passed Measure Limiting "Opt-Out" Provision in State Long Term Services & Supports Program.

House Committee Approves Amendments to Measure Revising "Cascade Care".

Senate Committee Approves Amended Bill to Fund "Foundational Public Health"—Health Insurers and TPA's Targeted with New Assessments; Bill Referred to Senate Ways and Means Committee for Consideration.

Insurance Commissioner, Mike Kreidler, has prepared a package of legislative proposals that he intends to submit to the 2021 Legislature. A link to the

OIC's legislative priorities can be found at <https://www.insurance.wa.gov/legislative-priorities>

Mel Sorensen – WAHU Lobbyist



Check your Spam Filter!

WAHU sends out information to our membership and sometimes we get caught by email filters. Please take a moment and add us to your contacts, so that you don't miss a thing!

WAHU Communications info@wahealthunderwriters.org

President's Corner

Spring is finally here! I know that this is just 'first spring' soon to be followed by 4 more weeks of rain and cold, but I'll take it! My daffodils are blooming and it makes me smile to see it.

Now is the time that we all take a deep breath and start thinking about plans for the coming year.

Vaccines are rolling out (I've had both!!!) and I don't know about you, but I cannot wait to be able to travel again.

With vaccinations on the rise, we will hopefully be

able to start meeting again with our co-workers and business partners. We are relationship people in this industry and the virtual disconnect is a real thing.

Our local and state Boards for Health Underwriters are also beginning the work of setting their next slate of officers for the upcoming Board year, starting July 1.

Our Chapter Leaders Development committee at NAHU has done the hard work of codifying processes and procedures that belong to each job in a Health Underwriters chapter.

The idea is to provide information and training on what each positions' responsibilities are *before* the new officer takes their place. So much better than the 'toss them in and hope they swim' experience most of us have had!

Please consider serving on your local Health Underwriters Board. Your skills and insight are needed and welcome!



Mary Pierce, President

2021 Industry Leader Awards Announced!

"WAHU recently announced the winners of our Industry Leader Awards at the 2021 State Symposium. These awards are nominated by and voted on by insurance carrier representatives and health industry peers.

Keith Wallace was recognized for The Barry Thoma Memorial Award that recognizes WAHU members who contribute significant amounts of time and effort to further the health insurance industry, who display the character traits and style of leadership, and who promote the principals of professionalism and commitment to the Association and its purpose.

Keith is an active leader at the National, Regional and State levels of Health Underwriters. For

the past 30 years he has helped friends and family navigate the world of health / life insurance and is a partner at Rice Insurance. Keith lives in Bellingham with his wife Jodi, and they have two grown children.

Dave Guyll was recognized as the Outstanding Broker Award that recognizes Health Insurance Brokers/Agents who operate under the highest moral, ethical, and professional standards, who always put the best interests of the client first and foremost, and whose knowledge and experience builds and maintains long-term business relationships.

Dave is the VP of Employee Benefits at Conover Insurance in Pasco WA. Comments from members include "He has been an exceptional role model for many, many producers", "...operates at the highest level of integrity",

"...dedicated, hardworking, ethical and always focused on his clients' needs above all others."

Angela Dubay was recognized as the Outstanding Carrier Representative Award that recognizes Health Insurance Industry Professionals, be they Sales Execs., Account Managers, Benefits Analysts, Underwriters, etc., who always demonstrate the highest level of professionalism and expertise of products, processes, and services, to provide innovative and effective strategies and solutions.

Angela is President-Elect of WAHU. She has been in the insurance industry since 2002 and is currently with Delta Dental in Spokane, WA. Comments from members include "She is so customer oriented", "she truly cares", "works hard to give back to the industry", and "listens to agents and to what their clients need."

What is HUPAC and why do we support it?

The Health Underwriters Political Action Committee (HUPAC,) allows us to engage with lawmakers from both parties, to make sure NAHU members' voices are heard. It allows us to educate Legislators in Washington DC about how to provide Americans with superior health care. And it allows us to support lawmakers who prioritize high-quality, low cost health care.

HUPAC Identifies worthy recipients – the HUPAC Board selects candidates based on their positions on key healthcare issues.

The ideal candidate believes in a privately run healthcare system; understands the importance of health insurance agents and broker; supports legislation that advances the interests of consumers, agents and brokers.

Why HUPAC matters – your contribution to HUPAC allows us to communicate to policymakers on how their decision impact your industry and clients.

Please consider supporting this important work by contributing! Click [HERE](#) to sign up!



“Our Voice, Our Industry, Our Future”

Symposium Gift Card Winner!



We had 25 attendees of our 2021 State Symposium who visited all of the booths in our exhibition hall!

We used a random number generator, and the winner of the \$250 Visa Gift card is Debbie Hidell of Regence Blue Shield!!!

Congratulations to Debbie!

Thank you O’Connell-Pierce Benefits for donating this generous reward!

WAHU PAC – Our Voice in Olympia!

There are different political interests represented in Olympia during each legislative session and it is important that our voices be heard.

A key piece of our activity at the local and state level is our political action committee, WAHU-PAC. For those of us that are unfamiliar with political action committees or PAC’s, a PAC is a vehicle where individuals with a common legislative purpose can pool financial contributions, so an organization is able to have a greater financial impact with elected officials.

Assisting elected officials to meet their significant financial requirement to get elected and re-elected does create a positive relationship with the officials.

Your contributions help elect officials who are supportive of WAHU’s legislative agenda in Olympia, such as supporting the free-market approach to health care.

In addition to meeting with and working on behalf of our elected

officials, personal and PAC financial support is very important.

Please consider making a yearly or monthly contribution to WAHU PAC so that our organization can be effective in our work in Olympia. Questions?

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Welcome New Members –March

Madeline Ross, Regence, Seattle WA – sponsored by Chris Eligan

Reid O'Brien, New York Life, Seattle WA – sponsored by Anna Walker

Richard Toban, Ashira Financial, Seattle, WA – sponsored by Keith Wallace

Our Mission

The Washington Association of Health Underwriters promotes the highest level of professional and ethical conduct amongst its membership. We deliver education, public policy information and policy recommendations to our members. In addition, we advocate consumer choice, accessible and affordable quality health care for our communities.

Local Association Chapter Presidents

EWAHU – Spokane – Julie Shepard-Hall, integrityins@msn.com

NWAHU – Seattle – Keith Wallace, keith@riceinsurance.com

SSAHU – South Sound – Laci Moyer, lmoyer@pheinsurance.com

TCAHU – Tri-County – Harilyn Dumancas, harilyn.t.dumancas@kp.org

We're on the Web!

See us at:

www.wahealthunderwriters.org