



[NAHU Happy Hour Podcast](#)

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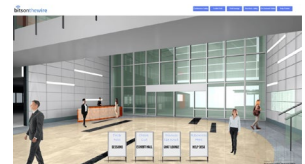
2021 WAHU State Symposium is here!

The 2021 Spring Symposium offers you two half-days of industry specific knowledge, legal updates, innovations and trends that impact your business. This two-day conference brings leaders in the health insurance industry together with

100+ health insurance agents—designed to arm

you with the latest new and useful strategies you can apply to your business today.

Click [HERE](#) to check out the agenda and registration information!



Who is the Best? Tell Us!

Contents

Meet your Board	2
President's Corner	3
Speakers	4
Speakers	5
Why NAHU	6

As a WAHU Member, you have a finger on the pulse of the industry as a whole.

Obviously, then, you have a good idea of who is deserving of recognition for a job well done.

To that, if you're a Broker, who is your favorite Carrier Rep?

If you're a Carrier Rep, who is your favorite Broker?

Which one of your Chapter's members is, in your mind, the most outstanding at serving our industry?

Please take a few minutes to think it over, then take a few more minutes to complete the linked form and send it in.

Winners will be announced at this year's Symposium, March 23rd and 24th.



WHO'S THE BEST?!

CLICK ON THE LOGO ABOVE FOR THE FORM!



Molly Lanzinger, Treasurer

This month's WAHU Board Member

I'm an independent producer selling individual, small group and Medicare. I've been doing this as long as I

can remember. And I still like it.

I love being a member of WAHU, the people I've

met, and serving on the board.

I enjoy hiking, skiing, golf and sailing.

"The first wealth is health"

Ralph Waldo Emerson

Legislative Update at State Symposium

There has been lots of items coming before our Legislature during this long session, and our own Mel Sorensen will be presenting at the 2021 WAHU State Symposium to give you the good, bad and ugly of this year's session, which is scheduled to adjourn on April 25th.

House Approves Amended Measure Regarding the Ability of Employees with Private Long Term Care Insurance to "Opt-Out" from Payroll Taxes for State Long Term Services & Supports Program

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

Senate Committee Kills Bill on Prescription Drug Price Increases

Senate Unanimously Approves Bill Requiring Health Plans to Pay for Personal Protective Equipment

Senate Committee Approves Amended Capital Gains Tax Proposal

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



President's Corner

Spring has sprung, and we will soon be springing forward our clocks one hour.

I already have daffodils blooming in my yard, so these signs of Spring make me happy!

And, it is time for our 2021 WAHU State Symposium!

We have been working to bring you excellent speakers and have confirmed six hours of

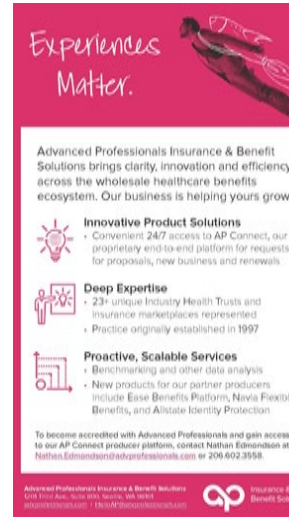
CE, three offered on each day.

We want to give a HUGE thank you to our Premier Sponsor, Advanced Professionals Insurance and Benefit Solutions.

We will be featuring them in our virtual program for the Symposium and be sure to visit their virtual booth in the Exhibit Hall.

We want to thank all of our exhibitors and other sponsors as well.

We could not do this without you!



Experiences Matter.

Advanced Professionals Insurance & Benefit Solutions brings clarity, innovation and efficiency across the wholesale healthcare benefits ecosystem. Our business is helping yours grow.

- Innovative Product Solutions**
 - Convenient 24/7 access to AP Connect, our proprietary end-to-end platform for requests for proposals, new business and renewals
- Deep Expertise**
 - 23+ unique Industry Health Trusts and insurance marketplaces represented
 - Practice originally established in 1997
- Proactive, Scalable Services**
 - Benchmarking and other data analysis
 - New products for our partner producers include Ease Benefits Platform, Navia Flexible Benefits, and Allstate Identity Protection

To become accredited with Advanced Professionals and gain access to our AP Connect producer platform, contact Nathan Edmondson at Nathan.Edmondson@advprofessionals.com or 206.602.3958.

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Mary Pierce, President



Anna Sun Choi, CEO and Founder of Conscious Business Coaching, TEDx Speaker, and Forbes Author, is committed to elevating humanity's consciousness by empowering high achieving, six-figure conscious entrepreneurs and business leaders to prevent burnout while scaling their company. She brings over 10,000

Get ready for our Keynote Speaker!

hours of mastery in leadership development, high performance, and stress management coaching for hundreds of conscious entrepreneurs, startups, and small businesses.

Burned out from the hustle and grind, she pursued energy

mastery since 2014 as a taekwondo martial artist, body and brain yoga instructor and educator, and flow consultant now helping her high achieving clients grow in flow through energy mastery.

Get Empowered with Emma



Emma Fox is the Chief Operating Officer at E-Powered Benefits; a benefits consulting firm designed to deliver high performance health plans while staying committed to industry-wide transparency.

Emma has been an outspoken advocate for cost and healthcare quality transparency using direct contracting, referenced based pricing, and a consultative approach with clients and colleagues alike but most of all, she is dedicated to

dispelling the myths associated with non-traditional health care solutions.

She serves as the Chapter Leadership Development Vice Chair for the National Association of Health Underwriters.

While residing in Portland, Oregon, she stays busy with her two children, enjoys cooking, writing, and traveling.

The Cost of Addiction



Bob Poznanovich is the Vice President of Business Development, Hazelden Betty Ford Foundation.

Bob is responsible for managing relations with professional referents, managed care and insurance organizations, and other strategic national accounts. Bob joined Hazelden Betty Ford in 2010. Prior to joining the organization, Bob co-founded

and was the CEO of AIR, Inc. a behavioral health organization that provided solutions to organizations, families and individuals that were struggling with addiction in their homes or workplaces. Before that, Bob spent over 20 years as a senior sales/business development executive in the technology industry.

Let's talk about Association Health Plans

Nathan Edmondson is Vice President, Sales Manager at Advanced Professionals Insurance & Benefit Solutions, which oversees 32 Association Health Plans (AHPs) in Washington state.

With nearly 20 years of experience working with AHPs in the employee benefits industry, Nathan is a recognized leader and subject matter expert who has garnered a reputation for developing unique strategies and solutions.

Nathan earned his Bachelor of Arts from the University of Washington and is an active contributor to several nonprofits and volunteer organizations throughout the state.



Social Determinants of Health



Brady Cass is a strategic healthcare executive with over twenty-five years of experience in creating and executing effective business development and marketing strategies.

Serving in concurrent executive leadership roles, the President of Asuris Northwest Health serves as the senior leader for Asuris and is accountable for all market facing activities including sales, account management, marketing strategy, distribution channel management, community relations, as well as supporting provider negotiations and regulatory compliance issues.

As the Vice President of Business Development and Account Management for Regence Blue Shield, Brady develops and executes strategies to drive enrollment, retention and revenue targets for the Small Group, Association Health Plan, and Affinity Program portfolios for both Regence and Asuris.

Brady is a frequent public speaker at community and industry events with a passion in leadership, generational diversity, and health care literacy and was a featured speaker at TEDx Spokane and has also presented at DisruptHR.

A lifetime native of Washington State, Brady is an active member of the community having served on the board of directors for the Ronald McDonald House of the Inland Northwest, Camp STIX Diabetes Programs, American Red Cross, JDRF, and the Holy Family Hospital Foundation. In addition, he has served on the boards of PrimeSource Credit Union, Downtown Spokane Partnership, and Greater Spokane, Incorporated.

WAHU

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Why NAHU?



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