



[NAHU Happy Hour Podcast](#)

Listen at the link above or subscribe via iTunes, Stitcher or Spotify

Cap Con goes virtual for 2021

Capitol Conference is held each February in Washington DC. It is a wonderful opportunity to get to know NAHU members from across the country and spend time talking to your Senators and Representatives about issues that matter to our industry.

There is always great training opportunities and presentations from our national leaders.

And let's not forget bowling, dinners, happy hours and

receptions, again, with new friends from across the country.

But, we are still in the midst of a global pandemic, and it isn't realistic to think that the world will be back to normal in the next 4-5 months.

So, Capitol Conference will be a virtual event for 2021!

NAHU gained experience running a successful virtual National Conference this

year which they will put to good use this coming February.

The price point will be lower (\$199 at the last report,) which will make it accessible for many more people to participate and experience the amazing content and training that Cap Con is known for.

Meetings with our elected leaders will also be virtual, but we all know how to Zoom nowadays!

Contents

Meet your Board	2
President's Corner	3
New Book!	4
New Members	5

TCAHU presents Lunch n' Laughter!

TCAHU is presenting a membership opportunity at no cost to you or your guests!

Mark your calendars for October 8th at 12-1pm for lunch and laughter with standup comics Tyler Boeh and Andrew Sleighter!

Join them for an hour of "FFI" (fun, free and informative) time with friends and colleagues.

Take a break, have your lunch, sit back and enjoy!

There is no charge for this event!



Tyler Boeh is a world famous comedian whose comedy has been described as high-energy, intelligent, physical and sill. His quick wit and award winning "beat-boxing" talent bring audiences to hysterical heights.

Click [HERE](#) to register for your Zoom Invite!



Al Pierce

Prof. Development Chair

"Whether you think you can,

or think you can't, you're

right – Henry Ford

This month's WAHU Board Member

An Employee Benefit Specialist since 1991, Al formed his own company, O'Connell-Pierce Benefits, in 2007

That same year he took over as President of EWAHU (then SAHU) for four years before stepping down in 2013 to take the helm of WAHU for the next two years.

Today, he maintains a lesser, but still active role on the Boards of Directors of both Associations.

On a personal level, Al and his wife of over 40 years, Sheryl, have two grown children and three grandchildren.

He is a former Youth Hockey and Women's Hockey Coach, and while hockey activities still make up the bulk of his winter interests, during the summer months he enjoys riding his Harley and spending time at his lake place.

Legislative Update

Hearings are beginning, but are all geared toward COVID. They are public, with invited testimony but may only be allowed via phone or video.

We need to be prepared for adverse tax proposals this session. Capital Gains and an increase in B&O tax are all on the table.

There is a good chance for a special session after the election, but there is a good

chance that there will be 'lame ducks' who are going to be leaving office and have limited accountability for the remainder of their term.

COVID is also affecting our annual Day on the Hill in Olympia, which is scheduled for Tuesday, January 19th, 2021.

We are not confident that the restriction on gatherings of 50 or more will be relaxed by then, which makes

gathering for education and meeting with our state officials impossible.

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

How on earth can it be October already? Fall is my favorite season, but this year doesn't feel real.

I will be honest, there are days I am struggling with the world. So much anger, so much hate. I try to grab on to the small, bright spots where I see people going out of their way to make a difference or lend a helping hand to someone in need.

It is hard to see the positives when almost every media report is something that makes me so, so, tired and sad. (RIP, RBG!!)

So what to do? I talked to my doctor, and turns out I'm moderate to severely depressed. It's not surprising, depression does run in my family, but I never thought I was someone who would need help.

If I'm honest again, my husband is the one who encouraged me to talk to my doctor. He noticed the change as my reaction to the world got smaller, grayer, colder.

When I told him Christmas was cancelled, he knew something was up (I am a huge Christmas nerd!)

Why am I talking about depression (or anxiety or stress)? Because there is absolutely nothing wrong with talking about it! It's like admitting I have red hair. It has nothing to do with my value or worth as a person. Mental health isn't a bad word.

It is perfectly normal (especially now!!!) to be struggling. It even more normal to need help at times, in whatever form you need.

Take care of yourself and know that you are one of the bright spots to me!



Mary Pierce, President

We are heard in Olympia!

This month our lobbyist, Mel Sorensen, distributed \$12,000 in contributions to key legislators who have supported our needs over the years, who are on committees that impact our industry or who will be of value to WAHU and our members.

WAHU PAC contributors will be sent a listing of who funds are distributed to. They are distributed to members on both sides of the aisle, in both houses.

Would you like to know who received WAHU PAC contributions?

Contribute to the WAHU PAC!

Please consider making a yearly or monthly contribution to WAHU PAC

so that our organization can be effective in our work in Olympia.

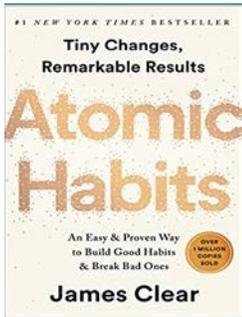
You can find the form [HERE](#)

Questions? Please contact:

Greg Seifert, WAHU 2020-2021 Legislative Committee Chair

Greg.seifert@biggsinsurance.com

360-798-4178 Cellphone



"The concept that tiny changes in behavior can lead to remarkable results was a mind-blower" Mary Pierce

Tiny changes, Big results

No matter your goals, *Atomic Habits* offers a proven framework for improving--every day. James Clear, one of the world's leading experts on habit formation, reveals practical strategies that will teach you exactly how to form good habits, break bad ones, and master the tiny behaviors that lead to remarkable results.

Clear is known for his ability to distill complex topics into simple behaviors that can be easily applied to daily life and work. Here, he draws on the most proven ideas from biology, psychology, and neuroscience to create an easy-to-understand guide for making good habits inevitable and bad habits impossible. Along the way, readers will be inspired and

entertained with true stories from Olympic gold medalists, award-winning artists, business leaders, life-saving physicians, and star comedians who have used the science of small habits to master their craft and vault to the top of their field.

NW Virtual Medicare Summit a success!

Despite a week delay due to wildfires in Oregon, the first NW Virtual Medicare Summit was a success!

Day 1 provided market training for Oregon and Washington by Aetna, Medicare 101 presented by Caitlin Duffy at United Healthcare.

Day 2 was the big day with a NAHU Medicare Legislative

update from John Greene (VP of Congressional Affairs) and four hours of breakout sessions with great options for each block.

Morning, lunch and afternoon breaks helped keep the momentum going and offered opportunities to live chat with sponsors and vendors in the virtual exhibit hall.

There was also a chat room and virtual break room to hang out, do yoga check out our playlists.

Registrants received a swag bag of goodies provided by our sponsors and vendors. The first 2000 also got the swanky NW Medicare Summit tumbler!

Do you know your Washington Legislators?

Sometimes it is hard to keep track of who your legislators are. Life gets busy, and unless there is an election cycle, it is easy to lose track.

Also, we are a society that moves around frequently. That often means a change in districts and a change in your elected officials.

Go check out the Washington State Legislature [District Finder](#).

Just type in your address and it will give your State and Federal legislators and their contact information.

How can you connect? Check out their Facebook and Web pages. Follow them on LinkedIn.

During the Summer recess they often schedule local (most likely virtual at the moment!) community meetings.

Send them an email introducing yourself and your experience as an Insurance professional.

WAHU**Phone**

(206) 653-7259

E-mail

info@wahealthunderwriters.org

Welcome New Members

Ryan Neace, BEAR Insurance Broker, Camas, WA – sponsor: Mary Pierce

Scott Nokleby, My Other Benefits, LLC, Tacoma, WA – sponsor: 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
