



### [NAHU Happy Hour Podcast](#)

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## NW Medicare Summit

WAHU is partnering with the Oregon Association of Health Underwriters to present the NW Medicare Summit.

This great training opportunity will be held virtually, September 14-15, 2020.

Online Certifications for WA and OR will be provided by Aetna the day before the event.

Organizers are trying to keep the experience of a traditional conference, with attendees receiving a 'swag bag' prior to the event and sponsors providing prizes to be raffled off at the end.

Delivering education is part of the Health Underwriters mission statement. In this current pandemic, we are all finding new and creative ways to fulfill our mission.

Registration for large events can be cost-prohibitive for many members.

The registration for this virtual Medicare Summit is only \$30!

Click [HERE](#) to go to the registration page!

## WAHU Receives Gold Certification

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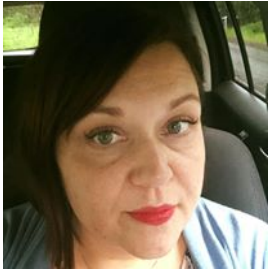
WAHU was recently recognized with Gold Certification as part of NAHU's Chapter Certification Program. The Chapter Certification program is an ongoing program that recognizes excellent chapters throughout the calendar year.

"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 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.





Angela Dubay, Pres.-Elect

*"You can't go back and change the beginning, but you can start where you are and change the ending."*

## This month's WAHU Board Member

I've been in our industry since 2002 working with Principal, Asuris, LifeMap and Delta Dental.

I went to school to be a journalist, and got my Master's in Communication. I tried a few other fields, but always came back to insurance.

I love sales as I am a natural people-person. I care more about filling the

need than making a sale, but if you do it right, you accomplish both.

I have been to Hawaii twice and want to travel to more exotic locations soon. My downtime includes watching reruns and reading books geared toward 15 year olds!

I spent two years as EWAHU President after being Treasurer and Membership Chair. I learned my

strengths and weaknesses during this time.

My goal as President-Elect is to plan a successful 2021 Symposium. At this time we hope that it will be in person, but we will have a 'virtual' back up plan.

NAHU just hosted a very successful national virtual conference, so I know I can roll with the paradigm shift into the future.

## Legislative Update

Due to multiple reasons, including how to vote during COVID, it looks like there will not be a special session.

Gov. Inslee has issued a number of orders addressing businesses. Businesses are in danger of big fines and potential business closures for noncompliance.

Comm. Kreidler had a health policy roundtable with 90+ participants. They walked through potential changes

and issues addressing our industry and are assembling their 2021 priority list.

Issues include Property/Casualty as well as Medical.

This is a critical year and is important to engage on any Zoom meeting that pertain to votes that you are made aware of.

The Summer break is a good time to reach out to your local legislators. Let them

know who you are and allow them to feel comfortable in reaching out to you as a trusted and knowledgeable expert.

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](mailto:info@wahealthunderwriters.org)

## President's Corner

August 4<sup>th</sup>, 2020 is the Washington State Primary and Special Election.

I always say "If you don't vote, you don't get to complain!!"

Do you know a young person (or anyone really,) who isn't registered to vote? It is super easy. They can register online at [www.myvote.wa.gov](http://www.myvote.wa.gov)

Voting is both a privilege and a duty, but often people don't vote either because of apathy or the feeling that their one vote won't make a

difference. Every vote matters and this is our opportunity as citizens to exercise our right to make our mark.

WAHU does not provide recommendations on who you should or shouldn't vote for. That isn't our mission.

We do provide information about legislation and policies that affect our industry.

Our state political action committee, WAHU PAC, raises money to support officials that support our

industry, and this is on a bi-partisan basis.

"We don't care if there is an "R" or a "D" behind a candidate's name" says Greg Seifert, the Legislative Chair for WAHU. "We support candidates that are willing to listen and are interested in learning how proposed legislation affects our industry and the communities we serve."

Take some time to read your Voter's Pamphlet. Enjoy the resumes of the 35 (!!)

And remember to VOTE!



Mary Pierce, President

## The Benefits WAHU's Lobbying and Government Affairs Program

We asked Mel Sorensen, WAHU Lobbyist, to share what a lobbyist does and the important work he does for WAHU and our members.

"At the most basic level, the purpose of WAHU's government affairs program is to provide information—to WAHU leadership about proposed legislation or regulations that impact WAHU members, and information for WAHU leadership to provide to legislators and other public officials about these issues."

"Providing timely information to legislators and other public

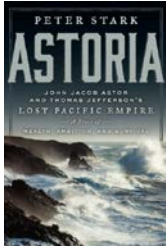
officials about WAHU's positions and rationale is central to our ability to be understood, and to be influential on key issues. "

"Activities also involve meetings with other stakeholders, including those who represent health plans, providers and consumer groups. Working with other groups provides an opportunity to make sure that WAHU's positions are understood, and also for WAHU to have a better understanding of the positions maintained by other stakeholders."

"We have strongly and effectively advocated in favor of proposals that emphasize more choices and fought against adverse tax proposals aimed

directly at licensed insurance producers."

"WAHU is a recognized and authoritative voice in Olympia. That voice is projected through WAHU's leaders, government affairs program and it's lobbying team."



*"All I could think while reading this was, 'This would make an epic movie!'" Mary Pierce*

## Looking for a great Summer read?

In the tradition of *The Lost City of Z* and *Skeletons in the Zahara*, *Astoria* is the thrilling, true-adventure tale of the 1810 Astor Expedition, an epic, now forgotten, three-year journey to forge an American empire on the Pacific Coast. Peter Stark offers a harrowing saga in which a band of explorers battled nature, starvation,

and madness to establish the first American settlement in the Pacific Northwest and opened up what would become the Oregon trail, permanently altering the nation's landscape and its global standing.

Author and correspondent for *Outside* magazine Peter Stark recreates this pivotal

moment in American history for the first time for modern readers, drawing on original source material to tell the amazing true story of the Astor Expedition.

Although available online (ahem, Amazon,) this could be a good opportunity to support your local, small bookstore!

## Welcome to our newest WAHU member!



We are so excited to welcome our newest WAHU member! Madison!

Our own SSAHU President, Laci Moyer, welcomed this sweet girl into the world on June 13<sup>th</sup>.

Join us in congratulating Laci and Madison!



## 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 you you're 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.

# 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.

How HUPAC Works:

Identifying 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”

# COVID can't stop Casey and Allison!



Congratulations to our own Casey Meehan and Allison Dellwo on their marriage which took place on July 18<sup>th</sup>!

Casey is our WAHU webmaster and Immediate Past President for SSAHU.

Best wishes for a long and happy life together to this beautiful couple!

# 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? Please contact:

Greg Seifert, WAHU 2020-2021 Legislative Committee Chair

[Greg.seifert@biggsinsurance.com](mailto:Greg.seifert@biggsinsurance.com)

360-798-4178 Cellphone

**WAHU**

**Phone**  
(206) 653-7259

**E-mail**  
info@wahealthunderwriters.org

## Welcome New Members

Teresa Feller, Colonial Life, Arlington, WA

## 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

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**EWAHU** – Spokane – Julie Shepard-Hall, [integrityins@msn.com](mailto:integrityins@msn.com)

**NWAHU** – Seattle – Keith Wallace, [keith@riceinsurance.com](mailto:keith@riceinsurance.com)

**SSAHU** – South Sound – Laci Moyer, [lmoyer@pheinsurance.com](mailto:lmoyer@pheinsurance.com)

**TCAHU** – Tri-County – Harilyn Dumancas, [harilyn.t.dumancas@kp.org](mailto:harilyn.t.dumancas@kp.org)

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**We're on the Web!**

*See us at:*

[www.wahealthunderwriters.org](http://www.wahealthunderwriters.org)

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