



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

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Never before has there been such a need for lawmakers to hear from US!!! We need your voice, we need your participation. Join WAHU and NAIFA as we head to Olympia (via Webex) and share the invaluable services we provide to lawmakers' constituents - our Clients! What should you tell your clients before Inauguration Day? This year's Day on the Hill is Tuesday, January 19<sup>th</sup>, 2021.

1) Priorities for Health and Life Insurers in the 2021 Legislative Session – Chris Bandoli, Assoc of WA Healthcare Plans, John Mangan American Council of Life Insurers

2) Tax and Regulatory issues with Dan Holst, IIABW, Clark Sitzes, PIA, Jackson Maynard, BIAW

3) Issue Briefing: Talking Points – Mel Sorensen,

Lobbyist for NAIFA and WAHU

Registration is only \$25 through the NAIFA Washington website.

Click [HERE](#) to register for your spot at this highly informational event!

### Agenda

## Registration is open for Capitol Conference!

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### **The Power Equation: Engage, Educate, and Empower Employers and Consumers**

NAHU's advocacy efforts in DC are priceless, but for \$199 you can attend the 2021 virtual Capitol Conference. February 22-24, 2021.

Attendance at this year's Capitol Conference is more important than ever and your participation will benefit your profession for years to come.

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





Greg Seifert

Legislative Chair

WAHU PAC Chair

## This month's WAHU Board Member

A Vancouver resident since 1967, Greg entered the insurance business that same year with Standard Insurance Company, in Portland, Oregon. Don Biggs & Associates hired Greg in 1981 as their life and health insurance specialist. He currently serves as the President and CEO of Biggs Insurance Services.

He remains active in the Tri-County Association of Health

Underwriters and served as President in 1995. He served for many years on the WAHU Board of Directors and is a past State President. He is currently the Chair of the Health Insurance Agents PAC Board of Directors.

He recently served on the board of directors for LEAD, International, a ministry

serving the poor in West Arica, the board of Heart of Hope, a ministry to children in Romania and on the board of directors of Hope for Youth Ethiopia.

Greg and his wife Karen have been married for 38 years and have 4 daughters, 1 son and 10 grandchildren.

## Legislative Update

The outcome of the election resulted in no net gain for either party, but some of the new legislators are further from the center than their predecessors. This may result in more contention and less cooperation.

We are starting to filter out a few of the prefilled bills of interest to WAHU members.

Legislative representatives are asking for limits on the number of bills introduced

due to the challenges of virtual meetings. The majority of legislators are working remotely from home. This year is a long session of 105 days.

Issues surrounding the economic budget will be huge. COVID, policing reform; ethnic diversity, etc., will have strong attention during the 2021 session.

Expect problematic proposals targeting increased taxes on the insurance industry to help add funds for the new Cascade program.



## 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

I don't know about you, but my 4<sup>th</sup> quarter has been non-stop! So much so that our December newsletter kept getting pushed further and further down my to-do list, and I do truly apologize.

But change is coming! The Winter Solstice is here and the days will start getting longer again. Redheads generate their own Vitamin D, (for you trivia nerds) but I long to see the sun when I get off work in the evening again!

Our State and Federal elections are FINALLY over

(except for Georgia, sigh,) and good, bad or indifferent, it feels good to be out of limbo and moving forward.

Now is the time for new calendars, new organizers and (you know I love this,) time to make lists, goals and plans for the new year.

There is finally some light at the end of the pandemic tunnel as our front line care delivery and senior living home members start receiving the COVID-19 vaccinations.

We will need 70-80% vaccination rates to reach 'herd immunity', (and that isn't anticipated to happen until the end of next year) but I look forward to the time when it is safe to gather again with our friends and colleagues.

So in the meantime, best wishes to everyone for a safe and healthy New Year!!



Mary Pierce, President

## 2021 WAHU State Symposium!!

### SAVE THE DATE!

The 2021 WAHU State Symposium will be held this coming March 23<sup>rd</sup> and 24<sup>th</sup>.

Traditionally, we have two days with the same content, one held in Spokane and one in Seattle.

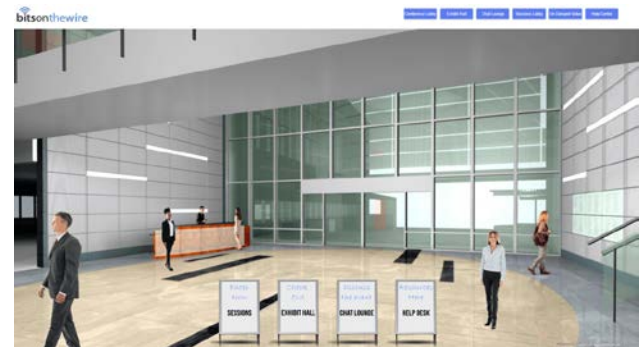
Since we won't be at a place where we can all safely gather by March, we will be using the Vconference virtual platform for this year's State Symposium.

We will be holding the Symposium over two days with 3-4 hours each day of different content. Our goal is to present a total 6-8 hours CE content.

Our platform will have an exhibitor hall, to chat live with our carrier partners and break opportunities as well.

We are excited to bring you some awesome presenters with lots of timely and interesting content!

Keep an eye out for more details as we get closer to 2021!!



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**WAHU WAHU WAVE**

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## Welcome New Members

Corrine Pierce, Integrity Insurance Solutions, Spokane WA – sponsor: Julie Shepard-Hall

## 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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