

DAHU NEWSLETTER

April 2020

UP COMING EVENTS

1. 4/14 - 4/16 – TAHU Virtual Conference
2. 5/28 – DAHU Annual Symposium
3. 6/17 – DAHU Luncheon/Awards/New Board

New Members

Kristen Bernard – Holmes Murphy & Associates

Robin Cruson – Agility Insurance Services

Curt Joyner – HSA Bank

Mark Robertson – HCS

WELCOME!

Message from the President

DAHU Members and Colleagues,

Wow, who would have guessed what new world crisis would unfold before us as we began the new year. Though, it's uncertain times like this that show us what we're made of. As industry leaders, we band together sharing, supporting and educating our clients, their employees and our nation with the knowledge and professionalism in what we do everyday. Our NAHU professional family members are a special ring of friends that work hard, to play hard every day, this is not different. We have lots to share. With tons of information coming at us, DAHU's board is working to filter and post key resources, links, tools and YES! Webinars to assist our members with state / federal regulator guidance in navigating the peaks and valleys of change. Check out the Legislative page at dahu.org to put a few tools in your tool pouch. During this rapidly changing and unprecedented situation, our focus is to keep you informed as much as possible. TAHU just released the registration for "Coronavirus Virtual Conference" April 14-16, 2020 at tahu.org. It's a great line-up, check it out and register for the 3 days virtual event offering live and recorded sessions that you can mix and match. TAHU is providing critical information and CE directly to you and your staff providing information to help at this time of national preparedness in the weeks to come. I just registered, what's say you! No hotel, No travel time, No parking and No crowd –why would you not participate with the bargain price to attend virtually! Really, see you online! Thank you for partnering with DAHU during this challenging time. May we all be blessed to stay healthy and safe and pray for those that have contracted, COVID-19 virus, wishing them a speedy recovery while protecting their families and loved ones. God bless our country!

Tamela Southan, DAHU President



**DAHU Carolyn Goodwin
Annual Symposium**

**May 28 @ The Plano Event Center
7:30 AM – 3:30 PM**

Sponsorship/Exhibitor Opportunities Available!

Rapid-Fire Sponsor Presentations
\$500 Attendee Grand Prize
3 hours of Exhibitor Face-to-Face Time

Contact: DAHUSymposium@gmail.com

Speakers!



Dr. Billy Williams



David Slepak



Kevin Trokey



Single-Payer Healthcare Certification

A look at the structure and consequences of a single-payer system so you can better understand what is out there and how to educate your clients.

It is critical for health insurance professionals to understand what a single-payer system would mean for their families, clients and country. This three-hour course provides in-depth instruction from NAHU CEO Janet Trautwein on the importance of the overall functioning of healthcare delivery and financing in the United States, the structure of single-payer systems in other countries, and detailed information on legislation introduced in Congress or proposed by political candidates.

[Additional Information](#)

UPCOMING EVENTS

April 14th – 16th TAHU Coronavirus Virtual Conference

The COVID-19 shelter-in-place rules and social distancing guidelines have forced the Texas Association of Health Underwriters (TAHU) to postpone the Medicare Summit and 32nd Annual Convention.

TAHU is teaming up with ComedyCE.com to co-host a 3-day Coronavirus Virtual Conference focused on adapting to the “new normal” of working from home, furloughs and layoffs, client questions about coverage and concerns about getting sick. The conference will feature a combination of live and pre-recorded sessions and will host a virtual Exhibit Hall.

www.CoronavirusVirtualConference.com

\$99 for TAHU Members / **\$49** for ComedyCE.com Season Pass Holders

* New members that join TAHU between now and April 14 can attend free!

May 28 – DAHU Carolyn Goodwin Annual Symposium *(may be rescheduled)*

Plano Event Center (2000 E. Spring Creek Pkwy) | 7:30 AM - 3:30 PM

June 17 – DAHU Luncheon, Awards, and New Board

Clubs of Prestonwood (15909 Preston Rd) | 11:15 AM - 1:30 PM

past events

2/19 - Healthcare: What Choice Do I Have? (CE #122112) presented by Eric Bricker, MD

Participants learned what healthcare choices employers, employees and their families can take action on to improve their care.

DAHU also hosted its annual Little Red Socks campaign to benefit Bryan's House, a ministry that provides support and care for children whose lives are affected by life-changing medical difficulties, and raised \$456.



4/1 - What Agents Need to Know (1-hour CE Webinar #122659) presented by Eric Johnson

As the coronavirus continues to spread, it has affected nearly every aspect of our daily lives and the lives of our clients. In this course, we examined the specific impact on the insurance industry and discussed how agents need to adjust to better serve their clients and protect their block of business.

MEMBER OF THE MONTH APRIL



This month's Member of the Month is a very busy guy! You may recognize this guy if you live in the Mid-Cities. Please welcome Gary Waldron with George Belcher Evans & Wilmer.

Gary, please tell us a little about your business:

I am currently a group benefits Account Executive with George Belcher Evans & Wilmer. My focus is providing and servicing the best possible benefit plans at the lowest possible cost for our clients. I work with all sizes of entrepreneurial firms and non-profits. I really enjoy the service side of this industry. My first ten years in this business were on the carrier side. Learning how the processes were done has been quite helpful to my clients.

When did you get into the Financial Services Business and why?

I started in this business in January 1991. I was working at a military defense contractor which wasn't a fit for a person who isn't partial to unions. My wife was working with a lady and her husband was a trainer at BCBS-TX. I started working at BCBS - TX in the Medicare fraud unit. It was quite fun going after the corrupt ripping off the Government!

What is your favorite part of being a DAHU member?

I've always believed that we need to participate in our industry beyond just going to work every day. That is why I have continued to support NAHU and DAHU.

Tell us a little about your interests and hobbies:

I became a political junkie back when Ronald Reagan was elected. We were supposed to move to Iran as my Dad worked for Bell Helicopter International. My Mom was crying when she saw that the hostages were going to be freed. I've served as the Federal Affairs lead for both FWAHU and TAHU in the past. I currently serve as Vice-Chair for the City of Hurst Parks & Rec Board. I am currently running for our City Council Place 5. My mother ingrained in us as kids that you need to volunteer in the things you have a passion for. I have never really thought much when people say you need to be "giving back to the community". We should be doing this as part of life anyway.

Tell us a funny thing or story that has happened to you in the business?

Well, the worst thing I've ever had to do was tell a "new" wife that the insurance payout had to be sent to the ex-spouse since the deceased never updated the beneficiary forms on his policy. That was not fun.

Thank you Gary for taking the time to talk to us and be our Member of the Month. Good luck on the City Council election. If you are in Hurst, please vote for Gary.