



HealthLines

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OAHU PAC Update

by Sheila L. Hokes, PAC Chair

The PAC had its annual golf outing on August 1, 2007. We had a great turnout and everyone had a great time. The Capitol Club signed up three new members thanks to the golf outing. Special thanks to John McGough for his planning of the golf outing. We couldn't have asked for a nicer day.

Summer is almost over and the PAC is getting ready for its annual mailing. With the upcoming fight and election cycle, we really need your support. Please consider donating, whether it is a one-time donation or a monthly donation. Every dollar counts! Our number of contributors continues to grow on a monthly basis. We currently have 93 members contributing to the PAC. Of these 93 contributors, 40 are currently Capitol Club members. Capitol Club members contribute at least \$300 per year to the PAC. Thank you to all who contribute. We wouldn't have a say without you!

I would like to remind everyone of our goal for 2007. Our goal is to see OAHUPAC grow to 300 contributors, with at least 100 of those contributors being Capitol Club members. We currently have close to 1,000 OAHU members and we feel that, with your help, we will be able to achieve this goal.

Would you like to know where your contributions have gone this year? The PAC has made 33 contributions totaling \$12,700 through July 19, 2007. We currently have \$1,766.12 in the account, as of June 30, 2007. If you have any questions regarding this year's contributions, please let us know.

We thank you for your continued support in 2007!

President's Message

by Mike Stahanczyk, OAHU President

The following are some remarks that I discussed at our annual meeting in Columbus this early summer. As we prepare our course of action for, not only this year, but the next 5 years with our upcoming strategic planning sessions, I continue to visit the subject of who we are as an organization and how do we effectively impact our industry. Your job is now in jeopardy. Many do not believe this thinking, but many did not believe the Titanic was sinkable. I am involved with NAHU because I believe we offer a great service to employers and, ultimately, working Americans. There is much to accomplish in the coming years. You only need to pick up the paper to see the coming political battles both nationally and statewide. Please do not be reactionary, see the values this organization offers and the impacts it will have on healthcare. My following comments hopefully set the tone of our direction and challenges we face. I look forward to my leadership role in 2007/2008 and hearing your comments.

"First of all, I would like to recognize again a person who has impacted the direction of this organization and one of the first to have insights for the need of change. Mike Moore, as his predecessors, sat in a chair that was, at times, not popular but focused and challenged us to offer ideas. Mike and I spent a number of trips where we ended up being room mates and had the opportunity to discuss OAHU in detail. I would again like to thank him for his years of service. I would also again like to thank Frank Novy for his leadership this past year.

I joined this industry in '97 from Nabisco Brands and the foods industry. My first manager encouraged deeply the passion to participate in our industry's association. "It is your way to give back to your living." Great advice! And advice that I have gravitated to ever since the beginning of my career. In '97, the first month I was with Humana, I joined GCAHU and was active with Diane Tuckey and legislative committees. I learned quickly that there are two types of people, Leg and Non-Leg (I was a Non-Leg.) The people working in this area are passionate at what they do and the success they encounter. I respect their efforts on a demanding role in our organization.

Having sat on various board positions with GCAHU and OAHU, I have the experience, vision, and desire to make an impact. I do not need to tell you the critical need for us to be successful. We speak about it every meeting. What I have recognized, in my opinion, is that we continue to be status quo in many of our functions, more so operationally. A couple of years ago, I received a letter from a person who had been with OAHU for many years, giving countless hours. He wrote to me describing an organization that has not been challenged or changed for years to meet a different world. In a sense, the bar has not been raised really at all for years. If you think about our organization, we spend time at monthly meetings hearing reports for each area. We wait for our check from CCI and hope that it has grown, and then figure out how we are going to spend it. We prepare for Conference and DC. In many ways this writer made good sense as he looked at OAHU from years of service and experience. And now, we are facing some of our greatest challenges in Ohio and within our industry. Single payer, national healthcare, rising cost outpacing the consumer price index, aging agent population, carriers' needs for profits accelerating a direction to go to employers directly and closer to home, OAHU/local chapters membership decreases leading to revenue decreasing plus fewer volunteers

Continued on page 4

2007 OAHU Calendar

Board meetings and Legislative Council meetings are held in Columbus the third Thursday of every month from September through April.

OAHU Executive Board

Michael Stahanczyk . . . President
mike.stahanczyk@hylant.com

Carol Conway . . . Pres. Elect
carol.conway@benefitmall.com

Steve Brubaker . . . Vice President
stephenbrubaker@msn.com

Ellen Pacholski . . . Sec'y/Treas.
epacholski@insurancestrategyinc.com

Frank Novy . . . Past President
fnovy@qasdirect.com

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Member News

Congratulations to two members from NEOHUA on their recent marriage. Rick Bogucki, current NEOHUA President, and Debbie Boop tied the knot on Saturday, August 4.

Congratulations to Char Bigelow in her recent marriage to Robert Sutak (aka Char Bigelow Sutak). Char and Robert were married On June 15 at Confluence Park in Columbus, followed by a 2-week honeymoon in Aruba!!!!

Congratulations also to another CAHU Board member, Chris Heiberger, on his May 12 nuptials to Shana Vazsonyi.

The summer has been very difficult for OAHU members who lost loved ones. Our condolences go out to Clayton Rooy on the loss of his mother, and to Frank Novy on the recent and sudden loss of his sister.

Region 3 Regional Meeting Wrap Up

by Linda M. Erlenbach, RHU, Region 3 VP

Louisville, Kentucky welcomed 126 NAHU Region 3 members to its regional meeting on August 16 and 17, which was held at the Hyatt Regency, a beautiful hotel with the wonderful "4th Street Live" entertainment complex right outside our doors!

David Moore, NAHU National Membership Chair, Ilana Maze, NAHU Senior VP of Membership Marketing Development, and Michele Katz, Region 3 Membership Chair, held a four-hour membership training session with forty in attendance. This session included in-depth training on YODA along with ideas for recruitment and retention programs. Those in attendance felt the training was highly informative and walked away very motivated to go out and do a great job in membership for Region 3 this year. David Moore also took time to address the entire group of attendees at the opening general session later in the day.

Dave Cluley, Region 3 Legislative Chair, also held an in depth legislative training session attended by thirty members. Dave's training included prevalent federal and state issues and also included a "brainstorming" session where the attendees had an opportunity to share ideas on how to map out a plan of action for the coming year.

The conference opened at 3pm with an outstanding presentation from Beth Bierbower, VP of Product Innovation for Humana. Beth's talk centered around consumer driven health plans; and she shared an abundance of information on how these plans have continued to grow and develop.

Lou Reginelli, National and Region 3 Education Chair, spoke in the general session regarding all of the educational opportunities available to members through NAHU. NAHU has continued to add educational webinars and certification programs for its members. This will be a very exciting year in education as long term care partnerships begin to evolve.

Ilana Maze introduced the attendees to the new member tool, B2B. This new tool, recently added to NAHU's website, is an interactive networking resource that allows members to exchange ideas with NAHU members all over the country. Check it out!

The general session ended on day one with a fantastic cocktail reception with our exhibitors. We were so fortunate in Region 3 to have the following sponsors this year: Humana, Colonial Supplemental Insurance, EyeMed, Sagamore Health Network, American General, Exante, McGregor & Associates, Medical Mutual, MultiBenefit Services, Symetra, Transcend Technologies, VSP, American Community Mutual, Cigna HealthCare, and eflex group. This was surely one of the BEST group of sponsors we have had participate over the years; and we thank them for their support!

The general session of the second day opened with Janet Trautwein, NAHU Executive Vice President and CEO, addressing the group. Janet did an in-depth view of NAHU, reviewing the responsibility of each department and the contact people, both staff and volunteers, in each department. She also spoke about some of the successes we have shared as an association and some of the challenges we have facing us in this coming year.

Continued on page 6

Congratulations to NEOHUA's own Darlene Kaczmarek, who won this year's Distinguished Service Award from the National Association of Health Underwriters (NAHU). The award was presented at the awards breakfast program held at this year's NAHU Convention in Denver, Colorado. Darlene received a standing ovation from over 700 attendees upon being named the winner. Kudos to Darlene for the excellent work she puts forth on behalf of NEOHUA, as well as on the state and national level.

Around the State - the Local Angle . . .

Columbus

by *Char Bigelow, President*

Columbus has had a busy summer preparing for the 2007-2008 year. I am very excited about the upcoming year and I am very lucky to have such a terrific CAHU Board this year as well! We have three new board members: Randy Ayers, Jay Hazelbaker and Tina Cline-Mullins, all of whom have a great health care background! Tina will be one of our new legislation co-chairs along with Tim Barhorst, and Randy and Jay will be leading up membership.

Columbus knows we have a very significant presidential election in 2008 and we plan on being on the forefront in terms of educating our members on those campaigns. In fact, we are going to combine our legislative and membership committees to not only retain members but to assist in boosting our membership as well, as we feel the two committees really work hand in hand, especially during elections.

Our first monthly meeting was Tuesday, September 11 at 11:30 at Confluence Park. John Dodd presented his continuing education class on "Single Payer and Other Insurance Initiatives." This CE has received rave reviews from around the state and we were thrilled to bring it to our members at our first meeting of the 2007-2008 year!

There will be many more exciting changes to come this year, including the unveiling of our new CAHU Logo and tag line, as well as a new and improved website. On behalf of the CAHU board and myself, we are all looking forward to an exciting year!

Greater Cincinnati

by *Mary Aust, Past President*

Greater Cincinnati's principal focus is providing value to our members. To achieve this, our chapter's top priority is holding great programs at which we continue to offer interesting topics and speakers to members at the monthly luncheon meetings. Almost all of these meeting programs are CE certified for both Ohio members and Kentucky mem-

bers. If you combine the monthly meetings and the two special CE offerings – "Summer School" in July and "Last Chance" in December, we offer 17 hours per year. (The only month we have no CE is August – our Summer break.) With this amount of credit hours available, a GCAHU member can easily achieve the twenty hour (every two years) requirement.

We are so pleased to present our first speaker of the new fiscal year, Dr. O'Dell Owens, Hamilton County Coroner; this meeting takes place September 11. The focus of this program is "The Health Care Costs of Crime." In 2004, Dr. Owens was elected as Hamilton County Coroner and he currently holds the position of President and Chairman of the Board for Project GRAD (Graduation Really Achieves Dreams), a collaborative of the Cincinnati Public School System. Dr. Owens is actively involved in the Cincinnati community, working with the disadvantaged youth to motivate them to reach their full potential. He has also appeared on many local and national television shows.

In keeping with our "great programs" reputation, other plans include an October 9th hospital presentation. Panelists accepting our invitation so far include Dave Bertke, VP of Payer Relations for Tri-Health; Dave McAdams, CFO for Deaconess; and Mike Taylor, VP of Payer Relations for Cincinnati Childrens Hospital Medical Center. The topic: "Why Hospital Problems Become Your Problems."

November 13th we offer the NAHU course on "Three Myths of The Single Payer System," with our own Bob Quirk presenting.

Our public service focus is twofold – Geiger House and Brighton Center. Both are local charities that help families in need. Through donations, we have furnished apartments with essentials for families in distress, to give them a fresh start; they otherwise might be out on the streets.

Northeast Ohio

by *Richard Bogucki, President*

First of all let me say that it will be both an honor and privilege to serve as NEOHUA President this coming year. Having been a member of this association for many years now, I continue to be impressed by the knowledge and professionalism our members display on a daily basis.

Next I would like to congratulate the newly elected board members and trustees, I look forward to working with you all. They say successful leaders are ones who surround themselves with people smarter than they are; I know that's the case here! I'd also like to give special thanks and congratulations to our Past President, Ellen Pacholski. Thank you for all of the hard work you've put in, especially after having stepped into the President's position in the 11th hour, and congratulations on being elected the Secretary/Treasurer for the state association. I know you'll do an outstanding job.

At the risk of getting on my soap box, I have a few thoughts for the coming year. As our industry moves forward we will be faced with more challenges than ever before. On a national level, certainly one of the hot topics of the 2008 election will be health care and the plight of the uninsured. How can we control insurance costs? How can we ensure access for all to quality care? These, as well as a variety of other questions, will elicit a variety of different answers, some of which do not include agents, brokers, or carriers. On a local level the SPAN Ohio initiative, though quiet of late, is still alive and well and is gearing up for a blitz to coincide with the release of Michael Moore's new documentary "Sicko." This next excerpt was taken directly from the SPAN Ohio website on June 21, 2007.

"SICKO," Michael Moore's new documentary that exposes the terrible consequences of our profit-driven health care system, will be released to theaters nationwide on June 29, 2007. SPAN Ohio and organizations like ours throughout the country are mobilizing to take advantage of this opportunity to advance

President's Article

Continued

these issues are all issues we face. Not a good picture to face as volunteers working for no pay and the opportunity to offer a few hours each month.

I am painting a vision as we sit here today that is somewhat depressing, but a very real environment that we now face. It is an environment that we know is not going away anytime soon and may even deteriorate further. Sometimes it helps to put all the issues on the table and discuss them independently. In a few months, the leadership of OAHU will spend a couple of days at a yet to be determined location. I was lucky enough to have our five year strategic planning meeting fall in my year. It will be a time that we, as an organization, give complete focus on what is important to us now and set the course for the future. I can tell you after reviewing our strategic plan from five years ago, on which I was a participant, that some areas have fallen short of our goals. We will have the chance at that point to refocus and establish how we are going to face our challenges that I spoke of earlier.

There is good news. Believe me, this talk is not about doom and gloom. The good news is that we have great people sitting in this room - willing to support and give up valuable time from families, activities, and work to assist in our industry's strategic goals. Each of you has made a commitment to serve and be a part of something that is very important for our future jobs. YOU will have an impact on how we face the challenges. YOU will feel the sense of accomplishment as we win over these challenges. And YOU will be able to tell your clients what you did to help them with healthcare insurance. I am proud to tell my clients what my role is with OAHU and how that experience helps them in the long run. You should be telling them the stories too.

My message today is simple. WE must continue to evolve and move from reactionary to proactive measures. Each of you will be vital to this paradigm shift. We can not continue to run this business as it has been in the past. Just as our environment has changed, we must change too. Each of you must find answers and solutions either at the local level or OAHU level. Do not think because it was done a certain way in the past, that this is how we should handle it now. WE must think of solutions.

Solutions. Some will be the right ones, others we may miss on. We must still try new ideas. Some of my solutions have already started as you may know. I am proposing that we think of the functionality of OAHU in a different light. From meetings to structure and beyond.

Our meetings for years have been report driven. In/out, set to an agenda and the clock. I am proposing that if we are going to take the time to come to Columbus, for most of us a complete day from work, then we need to accomplish some goals. My goal is to run our meetings with a very quick discussion on items that we need to react to and have board input on for a clear decision. This is the reactionary part of the meeting. The rest of the meeting will be proactive. I want to have a topic or two for each meeting that we know about prior to the meeting. For example, how do we drive membership for each local? Our meeting from that point will be using all the experience and inputs from each of YOU in coming up with goals, solutions and a concrete plan. It may take a couple of meetings. We will not have a set time limit; if we are out of ideas, we go home. If we are really raising the bar, we continue to work. Each of you are at these meetings because of your ability to lead and think. I want to capture all of these assets.

OAHU services. No longer do I want OAHU to be the "EVIL EMPIRE" in Columbus. We will not raise the bar as OAHU, GCAHU or any other chapter by themselves. We have found that there are synergies. Synergies that not only save overall cost but make things easier and less mistake prone. Half of our chapters are struggling with membership, revenue, ideas, etc. They are not alone; we are in this together, their issues are our issues and their successes are our successes. I am proposing that many of the functions that are completed from an administrative prospective can be effectively handled with J&M. Areas such as finance, CE tracking, etc., can be effectively handled at a central location. This will mean reallocation of resources and duties, such as the secretary of the chapter taking notes. The possible elimination of a paid administrative person. Centralized support will help us to be consistent with our messages and actions.

I am proposing that we begin to plan our conventions and capitol conferences to be more efficient. When at these events, we need to effectively use all our time. Do we need a monthly meeting when we are together for days at a time? Let's set some goals to discuss at these events, to wisely use our time.

I am proposing that we reach out to our friends in other associations that have the same messages. In Cincinnati, we had a joint meeting with the Life Underwriters, with great participation and lots of success. In many ways, they face some of the same challenges. Can we drive toward the same goals with a greater impact and critical mass?

I am proposing that we learn how to introduce our industry to a younger culture and get them into the business. Part of this thinking is working with local colleges on curriculum/courses. Could we not establish a team to promote awareness with the college community, establishing a pipeline of educated employees and building for our future? The average age of insurance agents is now 56.

I am meeting some roadblocks, but would it not be great to have an individual as an employee of OAHU in a selling position to agencies around Ohio on the value of membership? Is a full-time employee with a car a possible idea or reality?

I am proposing that we continue to evaluate our vendors. Are they meeting our needs, are they cost effective, are they easy to work with ongoing? Not to single out Keith and John as our lobbyists, we are paying a large portion of our funding to support our views. Are they getting the message out, meeting the right people, are we guiding them in what we need to have

accomplished? How are we measuring their effectiveness? Are we helping to fix the healthcare problems in Ohio? This should be a major focus of OAHU. Not just to promote the High Risk Pool or combat single pay systems. We should have five to six or eight to ten good ideas that we are trying to gain support on. Should we be focusing on the carriers and trying to regulate them with more mandates, etc.? I don't think so. The Free Market system will take care of that. I believe more attention needs to focus on the provider world, i.e. transparency. Have you seen how many capital improvements have taken place lately in a time when there is excess capacity? What if we did away with PPOs and carriers set up a system to pay X dollars for a procedure. Would that not help promote the free market system, force providers to compete on quality and cost. Humana did this already with their drug program RXIMPACT. The bottom line is that I personally believe that Keith and John have done a good job, but can we challenge them further with more ideas, on a proactive basis from leg committee? Is there more they can do or do we need a different direction or relationship? These are the types of questions that we need to ask ourselves in this area and other vendor relationships. Minor changes in Day at the State House, with different thinking, saved OAHU thousands of dollars. I believe it was one of the best events we have had in awhile. I have been asking the questions already; you need to be thinking about the right fit, too, in your specific roles.

When we have the opportunity, conventions, etc., don't hang out with the same people; introduce yourself to other chapters. Every meeting I attend, either in business or a convention, I try to sit with a different group of people that I do not know. YES, it is hard and sometimes uncomfortable, but the ideas that you can gain are so valuable. We need other ideas from other parts of the country on what is working. I challenge each of you to reach out at these events and learn as much as you can from others.

Each of the things that I have mentioned today I hope to make a part of board meetings or strategy sessions. Are we going to change for the sake of making a change? NO. Are we going to be prudent in our decisions? It is critical that we do so and change accordingly. Every problem has a solution. As I look at each of you, I have a very high confidence that you will exceed expectations and find solutions. Our industry and jobs depend on it.

As I look at you today, I see motivated, industry savvy leaders of agencies and carriers. You are successful in your business. OAHU and its chapters need your knowledge and experiences for our continued success.

Challenge each other, be positive, think of how to do things better, be confident, the solutions will come and NAHU, OAHU and our chapters will be successful.

On a closing note, I don't pretend to have all the answers. I welcome a discussion or idea. Please share your thoughts and your views. I would like to hear from you. I TRULY look forward to 2007/2008 and my role as your President.

OAHUPAC 2007 Contributors by Locals as of August 2007

Cincinnati

James Adams
Mary Aust
Carl Bloomer
Charlene Doran
John Harder
Scott D. Hettesheimer
Scott Hinrichs
Nancy Kanienberg
Deane Kennedy
David Kross
John Locaputo
Bill Mauch
John McConnaughey
Carmelita Merrick
Akila Misali
Richard O'Donnell
Diane Oliver
Robert Quirk
Jay Spence
Mary Stephens
Lawrence Zix

Columbus

Joe Arganbright
Randy Ayers
Timothy Barhost
Charles Becker
Cindy Bell Garner
Heather Campbell
Ed Cavanaugh
Tina Cline-Mullins
Kevin Conrad
Steve Davis
Joe Evans
Jay Hazelbaker
Chris Heiberger
Sheila Hokes
Frank Isabelle
Jessica Lagusch
Larry Link
Terri Loughry
John May
Phillip McCool
Kirby Nielsen
Adam Snyder

Northeast

Charles Adams
Maria Baker
John Bergan
Richard Bogucki
Debbie Boop
Kenneth Brown
Judith Clifford
Michael Coppola
Dennis Deegan
Linda Erlenbach
Dan Feiwell
Sam Fiorentino
Jackie Greene
Robert Hubbard
Bryan James
Ken Jones
Larry Kaczmarek
Darlene Kaczmarek
Randy Klein
Donna Luby
Sherry Marzolo
David McCall

Alfred Mulliken

Frank Novy
Ellen Pacholski
William Phillips
Kathy Pietz
Clayton Rooy
Jeff Russell
Katharine Statz
Ken Statz
Carol Steele
Timothy Ulewicz
Mark Woessner

Northwest

Beverly Beery
Matt Bodnar
Belinda Brooks
Amanda Carter
Melinda Ciesielczyk
Gail Fink
Fritz Griffioen
Ranee Henson
James Hitchings
Kathleen Hughes
Michael Moore
Jeff O'Connell
Dennis Recker

Western Reserve

Jeanne Filchock
Kelly Kroboth
George Morris III

Around the State...

Continued

single-payer as the best cure for our sick system. Here in Ohio single-payer advocates will be leafleting at theaters before and after the showing of the film, as well as seeking signatures on our petition to get the Health Care For All Ohioans Act on the ballot."

Do we all agree that the system is sick and in need of change? Yes. However there are better and more cost effective ways to achieve this, rather than scrap the existing system in favor of single-payer - ways that include all of us working together, doing what we do best, providing high quality benefits and knowledge that is second to none.

Why am I choosing to start my presidency with an address that some will perceive as "doom and gloom?" Because I believe that these challenges provide us a unique opportunity to band together to show what we've known all along - that we can find solutions that work and that we can do it better than anyone else! I commend those of you who have been involved and continue to be involved and I challenge those of you who haven't been, to get involved.

Whether it's joining one of our various committees or contributing to our political action committees (PACs), I'm confident that through our joint efforts we will survive this storm and continue to flourish! Together we can create

change but it takes individuals to initiate change. Stay tuned, more to come...

Northwest Ohio

by Matt Bodnar, Past President

The 2006/2007 year came to an end for Northwest on July 31, when we held our annual "Day at the Mud Hens." This was a well attended and fun event. We had a successful year. Membership increased slightly and, more importantly, we have retained and added quality board members. The board held a meeting in mid-July to transition over the new chairs. Tim Worosher is the 2007/2008 president. The board agreed to keep the same format of holding our membership meetings at the local hospitals every other month, starting in September. We will provide CE's at the meetings along with keynote speakers and panel discussions.

December will be a "Super CE Day" with six CE's provided and it looks like that will be at the Wood County Hospital in Bowling Green. April 2008 will be our annual products fair and in June or July 2008, we will have next year's Mud Hens game. The board will also be working aggressively to grow membership as we have set goals to increase membership by 25%.

Western Reserve

by Kelly Kroboth, President

I would like to thank Jill Welsh from Cailor-Fleming Insurance for organizing the August 15, 2007 general meeting. We would also like to thank the following people: Aetna for sponsoring the meeting, Dave Petno for presenting a very educational program on The Single Payer System, Lauren Hach-Wilkins(Aetna) and John Woods (Commercial Financial Services, Inc) for providing national and state legislative updates, and everyone who took the time to attend the meeting. The September meeting will soon be posted to the WRAHU website.

WRAHU also recognized Bob Lackey at the meeting for his past service as chapter president. Joe Ignazio presented him with a plaque honoring his service.

WRAHU would like to update their records for the upcoming year. If you have any changes in phone number or email, please email them to Kelly Kroboth (president) at kelly.kroboth@benefitmall.com.

Region 3...

Continued

Following Janet, our current NAHU President, Beth Ashmore, spoke on SUN TZU, "How to Use the Art of War to Get Results." Beth took thirteen points from author Stephen W. Michaelson's book and discussed how they apply to our volunteer world.

Megan Mamarella, NAHU Director of State Affairs for Region 3, followed with an in-depth report on the issues currently facing each of the states in our region. Megan has continued to be an excellent resource and support person for our region when challenged with legislative issues. She also spoke briefly on the region's participation in HUPAC and how important HUPAC is in our battle for health care reform.

The highlight of the conference was a two-and-a-half hour mock trial, "America's Health Care System On Trial," presented by Sharon Alt and Eric Johnson. This trial presented the pros and cons of a single payer health care system with some surprise participation by many of our own Region 3 members. Audra Sullivan also participated in the presentation and was great with all of her "behind the scenes" help to the "cast."

The conference closed with leadership workshops covering Presidents/Chapter Development, Awards/LPRT, Communication, HUPAC/Legislative and Media Relations. The Region 3 Leadership Team did an excellent job leading these workshops. I thank them for their participation, hard work and leadership. Region 3 is the BEST!

With another Region 3 Regional Meeting behind us, I thank each and every one of you who took the time to attend and participate in this meeting. See you next year in Indiana!!!

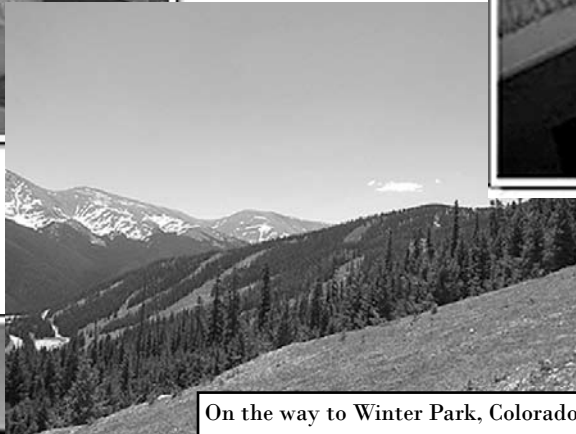
NAHU Denver Convention Photo Gallery June 2007



Steve Brubaker & Ginger Safford on the Rio Grande



OAHU president Mike Stahanczyk and his wife



On the way to Winter Park, Colorado



Frank Novy getting ready to throw a snow ball



At a General Session



Darlene & Larry Kaczmarek



Randy Klein, Larry Kaczmarek, Ryan Thorn (Utah candidate for NAHU Secretary), Darlene Kaczmarek, Frank Novy, Clayton Rooy



Randy Klein and his wife Sabine, Ken Statz, Katharine Statz, Jeanne Filchock, Mike Embry (Detroit Local), Sheri Symons, Jackie Symons

OAHU Member Perks

Did you know that as a member of OAHU you are also a member of Best Benefits Club? Through Best Benefits Club you receive over 250 discounts on everything from amusement parks and movie tickets to dining and fitness.

How do you get the discounts? Just go to www.bbcmember.com and enter your OAHU password, oahu0613. The next screen will instruct you to click to enter the website. This screen also contains your Proof of Membership card. On the next screen you are able to choose which state you wish to view discounts for. When you choose Ohio you will then be instructed to choose which half of the state you wish to view. Discounts are sorted by category on the left-hand side of the page or you can use the company search on the upper right-hand side of the page.

Questions? Contact the Best Benefits Club office at 330-273-5756.