



June 2004

OAHU HealthLines

P.O. Box 12042, Columbus, Ohio 43212

Phone: (614) 488-7009 FAX (614) 488-7005 Email: oahu@iwaynet.net

Congratulations Legislative Winners!

Ohio has always been proud of its exceptional legislative council and its work, but this year we were honored to receive national recognition at the NAHU Capitol Conference in February in two areas.



Kirby Nielsen, 2003 Leg. Chair

First, 2003 Legislative Chair Kirby Nielsen was awarded the Legislative Achievement Award, one of only five given nationally. Kirby has been instrumental in the success of the council, particularly in spearheading the formation of the "Ohio High Risk Pool" committee. This committee, along with lobbyist Keith Shoemaker, was involved in attaining state legislation to be introduced in the Ohio Senate to form a high risk pool to help the uninsured in Ohio.

Second, the entire state received the State Legislative Excellence Award for excellence in legislative activity. Since its inception, Ohio has won this award every year but once. This award is also given to only one large state chapter.

Congratulations to all who helped make these possible!

The Year in review



John May, President

In looking back at 2003-2004 OAHU has had a banner year in terms of growth. We've added 183 new members. Additionally, our neighbors in Michigan are feeling a bit "bluer" than usual as Ohio surpassed them in a head-to-head membership contest. They won't be feeling "blue" for long as they will be donning scarlet and gray at our National Convention in Baltimore. Great job "Buckeyes"!

We have a new local chapter in Ohio. We are very excited to have an opportunity to work with and mentor the Western Reserve Association of Health Underwriters. Please join me in welcoming their officers: President Bob Lackey,

President - elect George Phillips, Secretary Mendy Palumbo, Treasurer Jeanne Filchock, and at-large members Debbie Venrose, Doug Dickson, and Joe Ignazio.

As many of you know we began relations with Clary Associates, a public relations firm, in 2003 and by all accounts that relationship has been very beneficial to OAHU. Clary has provided new avenues to help both the media and general public to understand who we are and what we do in the health insurance arena. Clary has been instrumental in getting our association and its members visibility on the air, on both TV and radio, and in print. We look forward to continued success and growth in this area.

Looking to the future, we are excited about our Annual Symposium in Baltimore, June 26th – 30th. This year Ohio will have an opportunity to send a large contingent to help mold NAHU's vision for the future. We expect 29 members from our state and local chapters to attend.

I want to thank our executive board - Kathy Hughes, Randy Ayers, Mike Moore and Frank Novy – for their hard work and friendship over the past year! I would also like to thank each of our local boards for their support at OAHU! And a big congratulations to Greater Cincinnati member Mike Stahanczyk who was elected at the annual meeting to join the Ohio Executive Board as Secretary.

And finally, I would like to thank Lou Ann Racher for making my term as President a very enjoyable and rewarding year!

2004 Ohio Calendar

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OAHU Leadership Training
July 22, 2004

Board Meetings and
Legislative Council Meetings:
September 16, 2004
October 21, 2004
November 18, 2004
December 16, 2004

All above meetings are held at 2600
Corporate Exchange Blvd. in Columbus

■
NAHU National Symposium
June 27-30, 2004
Baltimore, Maryland

OAHU Executive Board

John May. President
jmay@mayinsurance.com

Kathy Hughes President Elect
kathyhughes@adelphia.net

Mike Moore. Vice President
mimoore1@msn.com

Frank Novy Secretary/Treasurer
Fnovy@QASdirect.com

Randy Ayers. Past President
rayers@nubgroup.com

OAHU Office:
P. O. Box 12042
Columbus, Ohio 43212
Phone: 614-488-7009
FAX: 614-488-7005
oahu@iwaynet.net
www.ohio-oahu.org

Membership - We Beat Michigan!

by Jessica Lagusch and Randy Ayers

We started off the 2003-2004 year with a challenge from our neighbors up north . . . Michigan. We wagered a friendly membership competition. The losing state chapter would be forced to wear the winning team's school colors at the NAHU Symposium during the notorious Michigan Party. We are proud to announce that scarlet and gray will be worn by the Michigan delegates this year!

Thanks to all of the local presidents, membership and retention Chairs for embracing this challenge. Because of you we had a terrific year for membership growth! We started off the contest with 849 members and ended the contest with 865! Our retention rate has remained around 84%.

Welcome also to our newest chapter, Western Reserve AHU, we know the membership committee is looking forward to assisting in membership efforts of your chapter next year.

Congratulations goes to Columbus AHU, the only Ohio chapter to have 100% Board recruitment and remain in the top 10 nationally for the GAIN contest.

Please remember to contact members in jeopardy of lapsing. The months of May through August we lose our most members, please don't let your hard work to go waste.

Thanks again for a great Year! Have a great summer.

Day at the Statehouse a Success

Hot topics such as Consumer Driven Healthcare, educating the employer and employee on the cost of healthcare, and Medical Malpractice in Ohio were featured at OAHU's 13th annual Day at the Statehouse on May 4, 2004.

Representatives were invited from three health insurance carriers on the leading edge of developing Consumer Driven Healthcare models in Ohio. Although the ultimate message was the same (consumers CAN and SHOULD control their healthcare) each carrier had a different approach to the problem. Humana Ohio, United Healthcare of Ohio, and Assurant Health (formerly Fortis) participated.

Bob G. Shupe, Employee Security Planning in Nashville, Tennessee gave a great presentation on the frustration that their employees don't understand the part they play in healthcare costs.

Ann Womer Benjamin, the Director of the Ohio Department of Insurance, was also on hand to explain what is happening in Ohio on the medical malpractice issue.

Many thanks to Ohio Legislative Chair Carol Steele, OAHU lobbyists John McGough and Keith Shoemaker for making this event once again a success!