



LAAHU – Our Focus is Your Success!

Chapter Accomplishments

4/1/2009 – 3/31/2010



AWARDS

- ✚ LAAHU was awarded NAHU's Silver Seal Certification in both 2007, 2008, 2009 and 2010 for excellence in chapter management
- ✚ NAHU presented its prestigious (and coveted) Pacesetter Award to LAAHU for outstanding achievements and excellence in serving LAAHU's members and the industry at the 2009 NAHU National Convention
- ✚ LAAHU presented David Style with the prestigious LAAHU Paladin Award
- ✚ LAAHU presented Lloyd Baum posthumously with the LAAHU Legislative Excellence Awards
- ✚ LAAHU member MD Sam Smith was awarded NAHU's prestigious Distinguished Service Award
- ✚ LAAHU was presented CAHU's Heavy Hitter CAHU-PAC award
- ✚ LAAHU is proud to honor 22 of its own members as LPRT Qualifiers
- ✚ LAAHU is proud to honor 9 of its own members as Triple Crown Qualifiers
- ✚ There were 20 LAAHU Members who recruited a total 45 new members
- ✚ Shahram Homani was LAAHU's top Recruiter with 6 new members

COMMUNICATIONS

- ✚ LAAHU launched a terrific new website, LAAHUEVENTS.org to advertise its numerous functions
- ✚ LAAHU continued its popular online newsletter E-NewsFLASH with sending out over 75 issues
- ✚ LAAHU continued with 4 quarterly printed issues of the new popular LAAHU Times

LEGISLATION and MEDIA RELATIONS

- ✚ The 2009 LAAHU Sales Conference was reported in media outlets around the world, thanks to the Press Release posted on the PR NewsWire
- ✚ LAAHU, through our State Chapter CAHU, is at the table with Proposition 14 – the Open Primary
- ✚ Carl Dickerson attended President Obama's inauguration and gave us a glowing report of events that can be seen in the Spring 2009 edition of LAAHU Times
- ✚ More LAAHU members (about 200) actively participated in Operation Shout Louder, a letter and email writing campaign, and Operation Drumbeat, a systematic and effective email campaign to legislators on healthcare reform issues, than at any time in the past. More emails were sent through the CAHU/NAHU Operation Shout system than ever before
- ✚ At Capital Conference, April 2009, 14 LAAHU members attended and participated – a LAAHU record!
- ✚ At Day at the Capitol in Sacramento, May 2009, 28 LAAHU members attended and LAAHU members met with legislators or aides in all of LAAHU's assigned legislative offices
- ✚ In honor of M. Lloyd Baum, CAHU created the Lloyd Baum Legislative Excellence Award and Bill Robinson of the Desert Cities Chapter was the first recipient awarded at the 2009 CAHU Sales Conference

PAC

- ✚ LAAHU members continue to provide strong, crucial PAC support
- ✚ 24 LAAHU members donated to HUPAC
- ✚ John Nelson was one of the top individual HUPAC contributors in the nation
- ✚ 70 LAAHU members donated to CAHU PAC

EDUCATION

- ✚ More than 500 people attended the 2009 LAAHU Sales Conference in Pasadena with a Sold-Out Exhibitor Hall. The first day started with a Wine Tasting networking event. The second day's event included a dynamic Legislative Update, powerful breakout sessions (7 CE Credits) that included Medical Tourism, Mini Medical plans, Role of the Agent, and Rules of Engagement. The event was concluded with a luncheon and 2 wonderful speakers – Steve Farber of Extreme Leadership and Paralympic Gold Medal winner Stephani Victor.
- ✚ LAAHU attended the 2009 NAHU National Convention in New York with 15 attendees
- ✚ LAAHU co-sponsored an event with Norvax University's 2-day event on September 24-25, 2009. The event provided valuable hands on training for agents and Neil Crosby delivered a great Legislative Update presentation
- ✚ LAAHU sent 5 Board Members to the NAHU Region 8 Leadership Conference on August 26, 2009
- ✚ LAAHU programs offered 17 CE credits that included a CE Day with 4 CE credits and 7 CE credits at the 2009 LAAHU Sales Conference
- ✚ LAAHU is out to change the paradigm by providing an all new event – LAAHU University Day. This event which boast top industry leaders as keynote speakers and additional 18 influential speakers.

COMMUNITY SERVICE and OUTREACH

- ✚ LAAHU donated well over \$27,000 in total to charity this year. A LAAHU record!
- ✚ LAAHU held and put on its most successful event ever – First Annual Charity Luncheon & Fashion Show. The event raised \$20,000 for the WomenShelter of Long Beach and received a California Senate Certificate of Recognition
- ✚ LAAHU adopted Young and Healthy as its primary charity for 2009/2010, and donated funds raised at the 2009 Charity Golf Tournament and 2009 Sales Conference to Young & Healthy with over \$7,000.
- ✚ LAAHU also supported the Westside Food Bank at the "Creating Change Together" holiday membership meeting
- ✚ LAAHU members attended the Young & Healthy's "It's Possible" Event on October 1, 2009 in an effort to build knowledge of and commitment to Young & Healthy's mission. Young & Healthy coordinates free, donated medical services to uninsured and underinsured children, and while under their coordination of care assists in enrollment of these children in Healthy Families, MediCal and private insurance plans.
- ✚ LAAHU held a Health Insurance Awareness Week, culminating in participation at the Young & Healthy dental health and resource fair, staffing a booth, distributing flyers, giving short seminars on the California Uninsured Help Line, and distributing copies of the Matrix
- ✚ LAAHU launched 2 new Affinity Programs with Employers Group and Holman HR
- ✚ Please note that other very valuable and noteworthy outreach events and accomplishments may not be listed here. Our apologies for any omissions.

In Loving Memory of LAAHU's two respected Board Members

**Nelda Tittle
M. Lloyd Baum**

**The Benefit of LAAHU Membership
LAAHU is hard at work for our members, our industry
and California's Consumers!**

LOS ANGELES ASSOCIATION OF HEALTH UNDERWRITERS
c/o PESCO, P.O. Box 1071, Fresno, CA 93714 / (800) 676-1628 / Fax (800) 676-7364
www.laahu.org