



National Association of Health Underwriters Building Relationships and Highlighting the Value of the Agent

I. Overview – Janet Trautwein and Jamie Scholl

You can find a copy of NAHU's Value of the Agent PowerPoint presentation used today at <http://www.nahu.org/meetings/capitol/2009/index.cfm>.

II. Taking it to the states – Dean Hoffman

The Wisconsin Association of Health Underwriters hosted a presentation titled, "Understanding Health Insurance Markets and the Educational Role of the Agent." The presentations focused on individual health insurance, small employer group insurance, consumer education, and large employer group insurance. The presentation took place on January 13, 2009, at the State Capitol in Madison.

You can watch the presentation at:

http://www.wisconsinseye.org/wisEye_programming/ARCHIVES-forums.html.

(Scroll down to January 13.)

III. Building relationships with Business Community – Chris Hanson

The Fox Cities Chamber of Commerce and Industry hosted a panel discussion on BadgerChoice from Liberty Hall in Kimberly on January 16, 2009. Panelists included Jason Helgerson, a representative for BadgerChoice; Dan Schwartz, lobbyist for Wisconsin Association of Health Underwriters; Tom Schein, President/Owner, All About Packaging; and Bill Welch, CCE, President/CEO, Fox Cities Chamber of Commerce and Industry. Providing open remarks was Debra Michiels, Owner, Fox Banquets Rivertyme Catering and Chairman of the Board, Fox Cities Chamber of Commerce.

You can watch the presentation at:

http://www.wisconsinseye.org/wisEye_programming/ARCHIVES-forums.html.

(Scroll down to January 16.)

IV. Showing what we do by doing what we do – Jamie Scholl

V. Building relationships with Congress and Staff – Russ Childers

VI. Presenting VOA during Testimony and Briefing Events – Janet Trautwein