



Oregon Association of Health Underwriters

Dear Valued Member:

Now more than ever, OAHU needs your help! We recognize and would like to thank you for your participation and for your continued support. We value our members and the commitment you have shown to our industry. Your membership is invaluable to your business as well as to our organization.

As a result of your support, we have made substantial progress towards influencing the health care debate in Salem. Here are some examples of OAHU's recent activities during the 2009 Legislative Session:

Continuing Education

- OAHU provided over 30 hours of continuing education for carrier representatives and producers.

Meetings with Legislators

- OAHU members and lobbyist, Doug Barber, met with Representative Nolan to discuss the difference between the proposed claims tax and the premium tax as well as the OMIP assessment as they relate to TPAs, self-funded plans and union trusts.
- OAHU met with Senator Kruse, Senator Morse and Representative Kotek about PEBB's decision to go self-insured and its potential negative impact on the premium tax.

Testimony

- OAHU member, Steve Doty, testified about the Insurance Exchange before the Senate Health Care Committee. His testimony regarded the lack of cost control in the exchange concept, guarantee issue insurance without a mandate causing rate increases and community rating keeping young and healthy people out of the insurance market.
- OAHU Legislation Committee Chair, Jason Beyrouy, testified about various health reform issues 5 times in Salem this legislative session.
- OAHU introduced an amendment to HB 2194 to expand the OMIP assessment to include union trusts and self-insured plans. Doug Barber testified a number of times in the Senate Health Care Committee on this issue and collaborated with Senators Kruse and Morse on a Minority Report.

Presentations

- OAHU lobbyist, Doug Barber, spoke to the Salem Chamber of Commerce as OAHU's representative on a panel about health care reform and its impact on business costs. In particular, Doug spoke about mandates, subsidies, short term funding through premium and hospital taxes and proposed long term funding through payroll taxes.

Public Relations/Media

- OAHU member, Ruppert Reinstadler, and lobbyist, Doug Barber, wrote an op-ed for the Portland Business Journal about the broader based claims tax being more equitable and providing more revenue than a premium tax.
- The Statesman Journal published a letter to the editor submitted by OAHU member and Legislation Committee Chair, Jason Beyrouy, regarding the impact of cost shifts from government plans to commercial plans.

OAHU Sponsored Public Service

- OAHU sponsored Uninsured Day at Pioneer Courthouse Square, the purpose of which was to provide coverage options to people who are currently uninsured.

More recently, we sent a contingent to Washington DC to discuss health care reform with the Oregon Delegation in congress. While the outcome of the vote was not what any of us would have wished, NAHU/OAHU was successful in protecting the role of the agent and eliminating the specter of the public option.

As you can see OAHU continually strives to bring value to our members. Your business benefits from the work we do. OAHU works hard to help keep you well informed about issues in the health insurance market. We are your key partner in providing the training you need to enable you to serve your clients. We provide CE opportunities, teach new agents the basics of insurance principles and provide opportunities to network –allowing you to be more knowledgeable and effective in your business.

When you attend Health Underwriter events, you learn about sales trends and what carriers are doing in the marketplace before your non-participating competitors do.

In a tight economy, we understand the need to evaluate expenditures and budget wisely. We encourage you to continue membership in Health Underwriters and encourage your co-workers, colleagues and/or employees to participate and hold positions of office in the organization.

Please find membership brochures within. Please feel free to share them with you friends. Sponsorship pricing will be provided to you by the end of the year. Please contact us with any comments, questions or ideas you have for us to partner more closely with you.

The state is now working on administrative rules. To that end, your support is as important as ever. We must redouble our efforts, both in terms of PAC contributions and outreach to our legislators.

Again, thank you for your support. Please let us know if there is anything OAHU can do for you.

Best regards,

Jamie Sewell
OAHU President

503.358.7549