



Heads Up

February 2009

Dear NAHU State and Local Legislative Chairs,

Attached, you will find a legislative report for this month that discusses the top health care policy issues as well as the most recent developments for health care legislation in the 111th Congress. In addition, we wanted to provide you with the following important information to help you with your duties as state and local legislative chairs.

NAHU's Legislative Strategy

Throughout the past few weeks, we have had numerous members ask questions about NAHU's legislative strategy at the federal level, particularly on B2B, our electronic networking forum. As Congressional considerations of overall health care reform become the most serious they've been since 1993, we want to make our strategy clear to you.

NAHU's foremost goals in its lobbying efforts are to advance the cause of the private-market health insurance delivery system and to make sure that our elected officials understand the critical role that health insurance agents, brokers and consultants play in that system. To that end, we work with offices on both sides of the aisle, representing all parts of the political spectrum. We have established ourselves as purveyors of accurate and unbiased information about how the private-market system works. And just as you have at the state and local levels, we have carved out a niche for ourselves as providers of this information as our membership works on a daily basis to help individuals and employers of all sizes purchase health insurance coverage.

This is why NAHU is the only agent association represented at Senator Kennedy and Senator Baucus' stakeholder meetings. In today's political climate, it is imperative that NAHU be present in all discussions concerning potential changes to our health care system. Although we do not win every battle, we have been able to make many significant changes to legislation that have helped the private market and would not have been made otherwise. If you have any questions about our strategy, or you are hearing them from your membership, please do not hesitate to contact me at jwaltman@nahu.org.

Capitol Conference 2009: March 30 – April 1

“One Mission, One Voice: Working Together for the Future of American Health Care”

Registration for Capitol Conference 2009 is in full swing and at record levels, so make sure to register today at <http://www.nahu.org/meetings/capitol/2009/>.

The final arrangements are being put together as we prepare for this three-day conference. We already have many speakers confirmed, including Rep. King (R-IA), Rep. Pallone (D-NJ), Sen. Hatch (R-UT), Rep. Tanner (D-TN), Sen. Nelson (D-NE) and House Minority Whip, Rep. Cantor (R-VA). In addition to these Congressional speakers, we will also have CEO of Assurant, Don Hamm, speaking in a panel about provider issues, a representative from the current Presidential administration and many others. With health care being one of the top issues for this Congress, Capitol Conference is your chance to meet with your Congressmen in DC and express the value of the agent and NAHU's positions on the issues. So please encourage all your state and local members to register!

Making your Congressional Appointments

It is each chapter's delegation's responsibility to make their own congressional lobbying visits during Capitol Conference. As your chapter's legislative chair, we hope that you will take charge of this process or make sure that someone responsible is organizing the visits. Congressional appointments should be made for the afternoons of Tuesday March 31 and Wednesday, April 1 between 1 and 5 p.m. We recommend that you select one member for your delegation to be in charge of coordinating all of the delegations appointments.

Once the appointments for your chapter are made, we need all state and local legislative chairs to report the appointment information to NAHU through this online form.

<http://capwiz.com/nahu/lrm/feedback.tt?event=13981&mode=appointment>

Recording your legislative appointment information allows NAHU to track what members of Congress are being visited. That way, we can mention that you are coming when we interact with congressional offices and also follow-up as needed. It also allows us to provide your chapter with customized briefing forms when you arrive at Capitol Conference.

Sometimes when you call to schedule an appointment, the Member of Congress' staff will ask for a list of the issues you would like to discuss during the meeting. NAHU priority issues include: (1) containing health care costs, (2) ensuring access to private health insurance coverage, (3) the realities of pooling coverage and health insurance connectors, (4) mandates to purchase coverage, (5) private versus public health plan options, (6) increasing private long-term care coverage, and (7) preserving private Medicare Choices. If you are asked to submit a list of issues in writing, or would like more information on our priority issues, view our Federal Legislative Priorities for 2009 (<http://www.nahu.org/meetings/capitol/2009/federal%20priorities%202009.pdf>) on the Capitol Conference website.

Capitol Conference Webinar

NAHU will be hosting a one-hour preparatory webinar for all Capitol Conference attendees on Tuesday, March 10 at 1 p.m. EST. The webinar is for all interested Capitol Conference 2009 attendees. We will be covering meeting logistics and etiquette, the conference agenda, lobbying visits on Capitol Hill and an overview of NAHU's top

legislative issues for 2009. Please encourage all of your first-time Capitol Conference attendees to participate in this call, as well as the rest of the attendees from your chapter. The teleconference will be full of interesting information for first-timers and members who have been to Capitol Conference many times before.

To participate in the call, registered attendees should visit <https://www2.gotomeeting.com/register/543827069> prior to the meeting to register for the webinar. Once you register, you will receive a confirmation email with call-in information as well as a link to the webinar.

Remember, the call begins at 1 p.m. EST, so please allow 5-10 minutes prior to the start time to log in.

HUPAC Fundraiser

Tickets to the HUPAC fundraiser are available online at www.hupac.org. This year's event will be a cocktail reception at Capitol Hill restaurant Sonoma on the evening of Tuesday, March 31. We already have more than 18 Members of Congress confirmed to attend the even to mingle with NAHU members and accept HUPAC contributions.

To purchase tickets, NAHU members must log in to the HUPAC website with their registered e-mail addresses and passwords. They can find fundraiser information under "upcoming events." If you have never visited the HUPAC site to obtain a password, your password will be your e-mail address.

Legislative Training Call Reminder

Thank you again to all our State and Local legislative chairs that have been taking part in our Legislative Training Calls. Please keep participating and asking great questions!

Don't forget to mark your calendars for our next training call on Wednesday, March 11 at 1 p.m. EST. The PowerPoint presentation and call-in information will be emailed out to you the week of the call.

Sincerely,

Jessica Waltman
Senior Vice President, Government Affairs