WHAT IS AHIA?
Founded in 1990, The Association of Health Insurance Advisors® (AHIA) is a conference of NAIFA. AHIA provides legislative, education and professional development programs to enhance the professional skills of those providing health products which foster greater financial independence for the public. AHIA accomplishes these goals through legislative, education and professional development programs providing members with information and resources on health and employee benefits issues.

WHAT IS AHIA’S MISSION?
The mission of AHIA is to advocate for a positive legislative environment, enhance business and professional skills and promote the ethical conduct of its members.

AHIA members are NAIFA Federation members actively involved in the sale of group and individual health related products including disability, long-term care, critical illness, Medicare supplement insurance and work site products.

WHAT ARE AHIA DUES?
AHIA dues are $110 annually.

WHAT IS AN AHIA EDUCALL?
AHIA hosts a number of educational conference calls known as EduCalls. These one-hour EduCalls allow members (and non-members at a separate rate) to dial into an 800 number and listen to a panel of experts discuss diverse issues pertinent to the insurance industry.

2005-2006 Topics
Where Do Go From Here? A Legislative Outlook – October 18  FREE
Sponsored by Brokerage Concepts

Get the Facts About Medicare Reform – November 15
Sponsored by Mutual Of Omaha, and Genworth

Long Term Care– February 7
Sponsored by MedAmerica Insurance Company

Disability Income – April 11
Sponsored by Principal Financial Group

Add A New Dimension To Your Benefits Planning Practice – May 9
Sponsored by Bankers Fidelity Life

Legislative Update – June 20 FREE
Sponsored by Brokerage Concepts
WHAT IS HEALTH INSURANCE MATTERS (HIM)?
Health Insurance Matters (HIM) is AHIA’s bi-weekly newsletter distributed by email or fax to all AHIA members.

WHAT IS THE AHIA MINUTE?
The AHIA Minute is an informational publication distributed to the State AHIA Health Chairs, State and Local Association Presidents, and State Executives. The AHIA Minute is designed to provide association leadership with health information to share at local meeting or to include in monthly association newsletters. The AHIA Minute is distributed monthly throughout the year (excluding the months of June, July and August).

WHAT IS MEMBERSHIP MARKETING MATTERS?
Membership Marketing Matters is a monthly newsletter designed to keep AHIA health chairs up-to-date on current national membership promotions and activities. It also serves to educate and remind health chairs of their monthly responsibilities and sole representation to members (both current and prospect) on AHIA matters.

WHAT IS NEW AT WWW.AHIA.NET?
The site is in the process of being reorganized. A newly designed site is anticipated by December 15, 2005. The agent locator (featured in the Wall Street Journal) where consumers can find AHIA members by providing their zip code will remain a standard feature.

DOES AHIA HAVE MEETINGS FOR ITS MEMBERS?
AHIA has an annual luncheon meeting in conjunction with NAIFA’s annual meeting. The next AHIA annual meeting is scheduled for August 28, 2006 in San Francisco.

State and local AHIA health chairs are responsible for hosting meetings on the local level. AHIA provides the chairs with program suggestions including a list of CE-eligible presentations and speakers.

WHAT IS THE AHIA AWARD OF EXCELLENCE?
The Award of Excellence is an award given to associations, which meet the following requirements:

- Association held a meeting on a health topic
- Association has an AHIA health chair.
- Association’s AHIA health chair is a member of AHIA.
- Association has 10% (silver award) or 15% (gold award) of its association membership as AHIA members.

DOES AHIA PROMOTE ANY DESIGNATIONS?
AHIA works with a number of organizations to offer the following educational opportunities to AHIA members at discounted rates:

- CSA – Certified Senior Advisor
- CSS – Certified Senior Specialist
- CLTC – Certified in Long-Term Care
- COBRA Certification
- LTCP – Long-Term Care Professional
- LTC University
- HIA – Health Insurance Associate
- MHP – Managed Healthcare Professional
WHAT IS THE AHIA WAR CHEST?
The AHIA War Chest is a fund – of generous contributions – used to:
   ① Inform and educate clients and colleagues, including other association members, about the current health care and health insurance legislative environment
   ② Enhance public relations efforts
   ③ Promote to Congress and the public the benefit of value-added services provided by the private sector, including agent-advisors
   ④ Communicate with the Administration and with members of Congress about health care and health care financing choice, quality, competition, cost, access, and the service agent-advisors provide.

The AHIA War Chest makes it possible to fully equip our membership with the tools we need to safeguard the continuing role of the professional health insurance advisor in the financing of quality health care.

WHAT IS THE AHIA STEERING COUNCIL?
The Steering Council is the Association of Health Insurance Advisors’ premier donor program. The Council is designed to protect your business from adverse legislation and regulation. Members of the Council provide maximum support for our Association, influence policy and develop strategies at the highest levels of the Association. Council members promote AHIA’s agenda to members of Congress, the Administration and regulatory agencies with jurisdiction of health insurance issues and are invited to attend an important annual Steering Council event. Membership in the Steering Council is by invitation only. No person shall be considered until proposed in writing by an active member. Members are expected to contribute a minimum of $500 annually to the AHIA War Chest. The inaugural Steering Council event is scheduled for Tuesday, April 14, 2006 at the exclusive Capitol Hill Club. Members only will be provided lunch, associate with men and women who shape the future of health policy and listen to Congressional leadership discuss legislative initiatives. The Capitol Hill Club’s unmatched location is convenient to all congressional office buildings, the Library of Congress and the US Supreme Court.

WHAT IS THE INSIDE SCOOP?
The Inside Scoop is a weekly update memo prepared for members of AHIA’s Steering Council by one or more members of AHIA’s lobbying team. Comments contained in the Inside Scoop are topical, timely, frank and—as they are intended solely for the members of the Steering Council—confidential.

WHO ARE THE 2005-2006 AHIA OFFICERS?
Debra C. Newman, CLU, ChFC, LTCP – President
Lawrence E. Lounds, CLU, ChFC, LUTCF – President-Elect
Sam J. Cunningham, CLU, ChFC, RHU – Treasurer
Thomas J. VanderWal – Secretary
Fred R. Bean, CLU – Immediate Past President
Diane R. Boyle, HIA – Executive Vice President

WHAT IS AHIA’S CONTACT INFORMATION?
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