

STAHU

NEWS

South Texas Association of Health Underwriters Monthly Newsletter

www.stahu.org



It's a WRAP!

STAHU's 2022 Summit

On September 8 and 9, STAHU held its annual summit, called the Business and Insurance Professionals Summit in honor of our upcoming name change.

We hosted 19 Sponsors at our interactive summit, with 146 registered guests who were welcomed to gain knowledge while getting to know our sponsors in a new setting.

Everyone came together not only to hear about the latest industry CE topics, but to get to know one another, build memories and create new relationships. State and national special guests were in attendance, and NAHU President Kelley Fristoe swore in new board members.

STAHU now has 13 board chairs committed to serving our chapter and its members. We gained four new members at the event!

The summit was a great success, and we look forward to closing out 2022 and entering 2023 with enhanced energy for the task of growing our association.



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STAHU - Summit

"I have always wanted to attend this event and never have been able to make it because of my work schedule. I am told by people who attend that they would never miss this event. Great job STAHU.

- L Behrens, San Antonio

NAHU News

From the NAHU Website

The Path: Justify Your Compensation, Elevate Your Authority and Win New, Larger Accounts

Being a benefits broker in today's world is tougher than ever.

With the recently passed Consolidated Appropriations Act, all brokers are required to disclose both direct and indirect commissions and compensation received on group and individual health plans.

If you can't articulate and show meaningful value beyond what you're being paid, you risk losing valuable clients in an extremely competitive market and will live in constant fear of being replaced.

On October 5 at 1:00 p.m. Eastern, NAHU will be hosting a special masterclass led by industry veteran and consultant Dan Meylan as he shares his detailed and proven model called "The Path."

On an August webinar, he introduced us to the concept; for this follow-up webinar, he'll reveal specific strategies, language and methods to not only position yourself as indispensable to your clients, but also how to effectively manage your business for more profitability.

Specifically, you'll discover:

- How to disclose what you make WITHOUT risking your client relationships
- Why you're working way too hard and how to fix it
- How to leverage your time while maximizing your client service
- The keys to establishing your value for a prospect or client
- The secret of getting paid what you're actually worth

There's no reason why the new compensation disclosure rule can't be turned into a competitive advantage for your firm. This masterclass will show you how.

[Register now](#) and mark your calendars, October 5, 2022!



*Mark your 2023 calendars for the TAHU
March 22, 2023*

Day at the Capitol



Our STAHU Members Christmas party will be coming up in December. Watch your email box for more details.

Fall Into Savings



NAHU provides substantial savings on courses to help you reach your professional development goals. For a limited time, you can take advantage of 15% off courses by using promo code FALL22 during the checkout process.

Select courses work toward the Registered Employee Benefits Consultant® designation. Visit the REBC® designation webpage to see which courses apply.

NAHU's Benefit Specialist Institute provides professionals with on-demand self-study technology, tracks your CE credit progress, and electronically reports CE credits earned to your state. For a consultation, contact the Professional Services Help Desk at 844-257-0990 or professionaldevelopment@nahu.org.

Use promo code FALL22 to receive 15% off. This discount expires at midnight on October 11



STAHU's 2022 Business & Insurance Professionals Summit

