

And...we're on the home stretch...heading down towards the end of another fiscal year for CAHIP. What have we been up to since July 1, 2022? A lot! Let's take a brief look back.

CAHIP Engage (July 18-19):

- Our newly-branded in-person statewide conference encompassing personal and professional growth with role-specific chapter leadership training was held at the Universal Sheraton near Universal Studios Hollywood.
- Featured keynotes and leadership sessions from Susan Combs, John Troutman, Lisa Hutcherson and a very cool remote session with Ned Shaut
- Board training and the first 2022-2023 Board of Directors meeting the following day
- CAHIP Engage in 2023 will host the Region 8 Leadership Development Conference

Many of our chapters are back to meeting in-person and I had the privilege of visiting several of them in the first three quarters of our year (a few more chapters still to go):

- Sacramento's Business Expo
- San Diego's Day at the Races (PAC Fundraiser)
- Orange County/Inland Empire/San Diego's Joint Medicare Summit
- Inland Empire's Membership Luncheon
- Ventura County's Carrier Mixer
- Santa Barbara's Carrier Panel
- Los Angeles' Carrier Panel
- Los Angeles' Holiday Party
- Orange County's Holiday Luncheon
- Orange County's Sales Symposium
- Desert Cities' Member Mixer
- Sacramento's Crab Feed

CAHIP was well-represented at other national and statewide events:

- Statewide members-only legislative and election update webinar
- NABIP Capitol Conference
- California Democrat and Republican caucus PAC events
- California Annual Bill Review held in Sacramento this year

One of the greatest values CAHIP members receive is communicating with legislators to understand the role of the agent. Through CAHIP PAC, we strive to support candidates who see the value in the services that our members provide to healthcare consumers in California. In the elections held in November, 2022, we are proud to declare that *94% of candidates* supported by CAHIP won their elections.

As the association that represents all the health insurance professionals in our industry, whether members or not, we are always looking to grow our numbers in order to better defend the ability for California consumers to access quality, affordable healthcare. Although our membership numbers have dipped a bit in the past few years, much of it attributed to the retirement of those who have faithfully devoted their entire careers to this industry, we are experiencing growth once again. CAHIP will continue to make itself known to those professionals who benefit from our advocacy, the consumers who benefit from our endeavors, and the legislators who shape the future of healthcare in California.

Finally, I look forward to attending some upcoming events in the last quarter (I'm sure I'm missing a few):

- Los Angeles' Sales Symposium
- Golden Gates' Sales Symposium
- CAHIP Capitol Summit and Annual Meeting/House of Delegates – Sacramento
- NABIP Annual Convention – New Orleans

It has been a privilege and honor to serve as CAHIP President for the last 9 months. While I will be grateful to step down after an admittedly exhausting year (just being real here!), I will miss the opportunities that have enabled me to meet so many of you and the thrill of seeing CAHIP in action on a daily basis. However, I am encouraged knowing that CAHIP will be in good hands when Tim Kanter is sworn in as president in May and that our future is bright.

Let's finish out the year with a bang! See you at Cap Summit and Annual Convention!