

WHAT CAHU does for you....

“As health insurance professionals, it is important to understand that the majority of the public is still confused about who we are, what we do, and our role in health care reform.

CAHU is the only organization representing health insurance agents and advocating for employer groups and individual health care consumers. We are known as independent leaders in advocacy, industry and public policy forums. The consistent flow of information received from local, state and national chapters make membership in CAHU essential to success in this profession.”

David Fear Jr.
Shepler & Fear General Agency



CAHU Because.....

“Membership in the Association of Health Underwriters has had a profound impact on my career as a professional insurance agent. My clients admire and respect my leadership role within the industry, advocating on their behalf in Washington, D.C. and Sacramento. I have acquired significant personal relationships with senior executive level colleagues from within the industry. Networking with association members from across the country has afforded me the opportunity to collaborate, advancing my expertise and access to national markets and resources. My professionalism has been elevated through high-level professional development, designations and certifications. New business acquisition has been catapulted into new dimension due to the advance-level leadership qualities obtained through my engagement in the association. Best of all, I have made countless lifelong friends”.

Bruce D. Benton, RHU, REBC
Genesis Financial & Insurance Services



WHY CAHU?

CAHU helps agents know what bills in Sacramento will affect agents and consumers in CA, Educate agents and is there to help Protect Agents.

CAHU is the only Statewide organization that is there to help and protect the health insurance agent.

I am a member of CAHU because of the Legislative information, Education and Networking. CAHU because.....

There is no other organization that sole purpose is to be there for the health insurance agent in CA and that knows the pulse of the legislators in Sacramento.

Craig Gussin, CLU, CHRS, DIF
Auerbach & Gussin Insurance and Financial Services, Inc.



I am a CAHU member because....

CAHU has allowed me to grow both personally and professionally by offering and encouraging a variety of skillsets to be learned or enhanced. Also being involved in the association has created professional relationships in the industry that have allowed me to reach further for my clients.

CAHU has fought for causes as a larger voice than we as individual agents would be able to on our own. One example is the recent action taken regarding the advertisements about senior product agents.

Being a part of CAHU is like having added backing or street cred not only to your clients but in tough times (which we all encounter) it's like having a gang or extended family. I personally call on other CAHU members in difficult times whether it's a really tough client situation or something I'm not well versed in. I always feel supported even though technically some of these people are in fact competitors if you really think about it. I've had numerous referrals in areas I don't work in where I turned to a CAHU member to hand it off to, knowing they would be in good hands.

I've also looked to the FIND an AGENT within the CAHU site to look up an agent in states I'm not licensed. When I connect with them there's always an immediate synergy when our common ground is AHU.

Jolene Bibian
LRA Insurance & Financial Services



Why I am a CAHU member –

- To stay connected on Legislative Issues
- To have access to industry resources
- To learn and grow in the industry through training
- Networking and learning from other insurance brokers
- To give back to our industry



What has CAHU done for you lately?

Kept me informed about what is going on in our industry regarding Legislation.

Why CAHU?

I consider it as another form of insurance. I have, car, homeowners, health insurance. CAHU is an “insurance” to help me keep my job viable.

CAHU because..... Again, a form of insurance, education and CE’s

**Maryanna Trutanich
Kaiser Regional Sr. Sales Executive III**



“If you are involved, or have been involved, in any type of organization you will know that the more involved you are the more value you get out of it. That has certainly been true of my LAAHU involvement. I am constantly educated with up to date information in the industry. I get to lobby with legislators who seem interested in my input because of my involvement with a respected organization. I get to be a part of instigating and perpetuating changes that help people. On a more personal level I get to develop relationships and friendships with other people who care; and the icing on that cake is that I get to have mentors who have been successful developing and navigating their own business in this ever changing industry.

So - not only does my membership provide me with tools for professional development, leadership development and education - but it provides me with support from people I respect.”

**Dawn McFarland
LAAHU Past President**



The easy answer is because this association works to protect YOUR JOB! Not to mention many additional features ranging from professional development tools to your own industry knowledge base that reaches all the way around the country. Let’s hear from some of our members WHY they are members...

“My why: I believe brokers add tremendous value to the products we sell and service. I’ve gotten a lot out of being a broker and being in the health insurance business. Being involved in LAAHU gives me a chance to repay the industry and to support the work of the many professional brokers I’ve come to know and respect.”

**Thanks, Alan Katz
LAAHU Past President
NAHU President 1999-2000**