



CAHU Year in Review and Accomplishments

Dear Friends,

As we all try to catch our breath and navigate through one of the most profound global challenges we will likely ever experience in our lifetime, the CAHU Board of Directors is inspired by the way in which we have all coming together to support one another, our communities and the many organizations that deliver vital resources to those in need. We also wanted to share our sincere appreciation to our members and corporate partners for your continued support. NAHU members truly represent the best in our industry. In the spirit of optimism towards brighter days ahead, we wanted to share with you some of our many accomplishments and activities from this past association year.

It has been a busy year for the California Association of Health Underwriters. New political realities in both Washington, D.C. and Sacramento have made our role as an association even more critical. We have been focused on providing education to lawmakers on the key role that agents, brokers, advisers and employee benefit professionals provide to our clients and communities in navigating an increasingly complex healthcare system.

- In February, CAHU statewide leadership met in Washington, D.C. for NAHU's Annual Capitol Conference, meeting with members of Congress and regulatory agencies on [NAHU's Federal Legislative Priorities](#).
- CAHU's legislative leadership was successful in achieving many legislative victories in Sacramento, including:
 - Agent exemption from Dynamex - AB 5
 - Extended Individual Open Enrollment through January 31, 2020 - AB 1309
 - Passed balance billing legislation on air ambulance providers - AB 651
 - CAHU also worked on a number of bills to address raising prescription drug costs.
 - CAHU conducted a Legislative Wins webinar to the membership in January 2020.
 - The CAHU Legislative Council held its annual Bill Review meeting on March 12, reviewing over 30 bills for 2020 and compiled CAHU's 2020 Priority Bill List, which was approved by the Board of Directors on March 17.
- CAHU conducted high-value conferences including our Annual Capitol Summit, CAHU Annual Convention & Symposium and Inaugural Women's Leadership Summit.
- CAHU launched a [new website](#) including a Members-Only section.

- CAHU-PAC transitioned to a new Administrator providing improvements in management capabilities, reporting and member insight into own contributions. If you are currently not contributing to [CAHU-PAC](#), please consider making a contribution, or increasing your contribution.
- The CAHU Board of Directors established a formal Finance Committee to streamline efficiencies and ensure effective stewardship. CAHU's financials remain strong.
- CAHU's Medicare Advisory Group assisted local chapters with very successful statewide Medicare Summits.
- The CAHU Education Foundation continues to evolve with a strong board, mission and vision.
- CAHU Wins NAHU Awards
 - Excellence in Legislative Achievement (2nd year in a row)
 - Blue Ribbon of Excellence (meaning that all 13 local chapters achieved Silver Certification or higher)
- The State of our 13 local chapters remain strong, innovative and deeply engaged.

CAHU continues to make great advancements towards our strategic goals, which include governance and operational advancements, a professional membership/marketing video to be delivered through a broad range of outlets, training modules for incoming association leaders, Member Experience related tools and resources including a new member orientation platform, enhanced professional development resources with an emphasis on online learning, and we continue reaching out to industry-wide colleagues and partners for areas of collaboration and financial support.

In addition to CAHU and NAHU's continued legislative efforts, members have access to a wealth of resources, including [NAHU's Professional Development and Certification Courses](#), [Compliance Corner](#), [Leading Producers Round Table](#), [NAHUVision](#), and more.

A note about membership Dues. As you know, the CAHU House of Delegates passed a membership Dues increase back in May 2019 for the purpose of hiring outside consultants to assist CAHU with its lofty public affairs strategies. Since that time, NAHU (and subsequently, CAHU) membership across the country has reduced significantly due to mergers and acquisitions, an aging population (members retiring from the business) and other demographic-related changes. Regretfully, this has impacted CAHU's ability to deliver on our promise. The CAHU leadership remains committed to growing membership in our ever-changing environment, to seek out financial support and non-dues revenue so that we may soon revisit this very important element of our mission and vision.

With the continued and growing threats to our industry, we are incredibly proud of the work our organization has done, both locally and nationally. The best investment you can make in your career is membership in NAHU.

To all of our members, we wish to thank you for your continued support. There truly is strength in numbers. If you are not a member, there has never been a more important time to become one. We encourage you to consider [joining now](#). If you have any questions regarding membership, please reach out to any member of the [CAHU Board of Directors](#), or the board of your local chapter. These dedicated volunteer leaders are happy to answer your questions.

On behalf of the entire CAHU Board of Directors, we wish you continued success in 2020.

Sincerely,

Bruce Beaton

President, 2019-2020
California Association of Health Underwriters

