

# DAHU Monthly

## news & updates



September 2021 | Issue 28

### Upcoming Events

October 20th - 11:30 AM CST

**Speaker:** Jared Pope, CEO, and founder of Work Shield

**Topic:** Reputational Risk in A Society Focused on Diversity, Equity and Inclusion: Protecting Employees and Mitigating Employer Liability



REGISTER NOW!

November 17th - 11:30 AM CST

**Speaker:** Connor St. Clair of Warner Pacific

**Topic:** "Level Funding - A viable solution for small business"

Course number: 123610  
Provider number: 1685241

**Credit hours:** 1 hour

REGISTER NOW!

**Mark your Calendars  
January 2022!**

Wednesday the 19th

### Message from the President

All I Really Need to Know I Learned in Kindergarten  
By Jennifer Stanley

1. Share everything.
2. Play fair.
3. Don't hit people.
4. Put things back where you found them.
5. Clean up your own mess.
6. Don't take things that aren't yours.
7. Say you're sorry when you hurt somebody.
8. Wash your hands before you eat.
9. Flush.
10. Warm cookies and cold milk are good for you.
11. Live a balanced life ...
12. Take a nap every afternoon.
13. When you go out into the world, watch out for traffic, hold hands, and stick together.
14. Be aware of wonder...
15. [We] all die...
16. LOOK.

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COMPLIANCE DAY





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### Location for Luncheon

Dallas/Addison Marriott Quorum by the Galleria  
14901 Dallas Parkway, Dallas, Texas 75254



### NEW MEMBERS!

Glenn Turchi MGM Benefits  
David Gibson Holmes Murphy  
Kaitlyn Beaird Holmes Murphy  
Olga Gonzalez Holmes Murphy



Our longest membership in the TXDALLAS list goes to **Jack D Reaves**, CLU from OneDigital.



### Medicare Minute

#### Medicare Options – MSA the Sister of HSAs!

By Tamela Southan

For those that love the HSAs cool-aide, Medicare offers a like plan called MSA – Medical Savings Account. A great option for those retiring or turning 65 with HSAs funds to use toward Medicare planning. Another great Medicare Advantage plan option to help set agents / brokers apart from the competition. A Hybrid -Medicare Advantage with a few twists and turns, so knowledge and understanding are key when recommending a Medicare MSA plan.

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### Letter to the Editor

By Rita Rolf

There has been a lot of discussions recently about transparency in the health care arena. When I go to buy a car, a meal in a restaurant, food at the grocery store- anywhere that I shop I can see the price before I make the purchase. Why is that not the case with my healthcare? Healthcare is the only purchase that we make where we blindly purchase a service without knowing the price. Sure a provider may give us an estimate but in the end, is it the actual cost? My husband goes to

Join date is 1/1/1980.

The Next longest membership goes to those who joined in 1984. There are 4 members still active that joined that year.

**William J. Trees**, CLU,ChFC,REBC,RHU  
Blue Cross Blue Shield of TX

**Gary R. Daigle**, CEBS, CLU,RHU  
Coverica

**Jim Pipkin**, CLU, RHU, LUTCF

**David G. Blanchard**, CLU,ChFC

Thank you for your continued support of DAHU.



#### **TDI Seeks Input on Files Containing Price Transparency Data**

The Texas Department of Insurance (TDI) is seeking input on the implementation of Insurance Code Section 1662.107 related to publishing machine-readable files containing price transparency data.

TDI will host an online stakeholder meeting October 27. Learn how to [register to attend](#). View the [request for information](#) for how to submit comments.



**The Republic of Texas**

a doctor that makes him pay before they even bring him back into the exam room. Every time they overcharge him and we have to chase them for a refund. Why is this?

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#### **How to Use HSAs as Retirement Accounts - Quadruple Tax-free Benefits!**

By Louis B. Harbour, CFP®, CHSA®

In my last article, I talked about how if your clients are not using HSAs as retirement accounts, they're using it wrong. Next, in this series, we're going to begin going into detail on *how* to use HSAs as they were intended to be used - as retirement accounts. After the September DAHU lunch, Jennifer Stanley and I had the distinct pleasure of speaking at great length with Dr. John Goodman, the father of HSAs, and I asked him what his original intent was when creating the HSA. Just as I suspected, he said that he intended the HSA to be a long term asset to allow Americans to save for future health expenses, but they're not being used that way. That's why it is my goal to educate you, the educators of businesses.

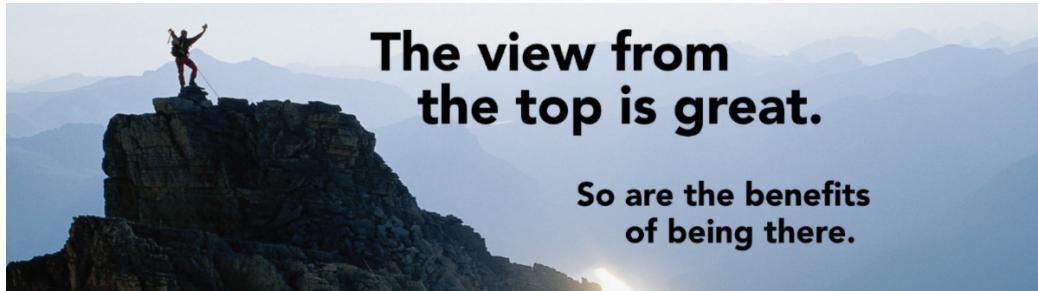
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## Seeing Red?

The third Special Session of the Texas Legislature is underway with redistricting a top priority. Republicans control both chambers, so they are going to do the best they can to keep the Lone Star State red.

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## The Leading Producers Round Table

**The best of the best.** That's what the Leading Producers Round Table (LPRT) is for America's benefit specialists. It's where the nation's best performers in the business get recognized for their leadership and rewarded for their accomplishments ... with tools and benefits that will help keep them at the top of their game.

Only members of the National Association of Health Underwriters (NAHU) can qualify. So, if you like the view from the top, visit us online for more information about the privileges and rewards of being an LPRT member.



<https://nahu.org/resources/leading-producers-round-table/online-application/online-lprt-application>

## 2021 LPRT Qualifiers!

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