

# DAHU NEWSLETTER

April 2021



## Upcoming EVENTS

Sally Bustamante  
Sandra Garza  
James Gleason  
Randal Mitchell  
Lizanne Painter  
Rorry Philips  
Teresa Ramirez  
Kat Tennant  
Vivian Terrell  
Paula Welborn  
Molly Welsh  
John Wiesler

Click the button below to register for the upcoming DAHU virtual Events!

[Register Now](#)



May 19<sup>th</sup> – **HSA's "The Basics and Beyond"** David Lindgren, Senior Manager, Flexible Benefit Service Corp.

June 16<sup>th</sup> – **Offering Executive Benefits**  
Scot Wilkins, Senior Vice President of Sales, Sankaty Light Benefits

July 21<sup>st</sup> – **HSA's and Financial Management Strategy**  
Louis Harbour, Retirement Benefits Strategist, PM Squared Financial

September 15<sup>th</sup> – **John Goodman**, Independent Institute

**LOCATION** - Dallas/Addison Marriott Quorum, 14901 Dallas Pkwy, Dallas, TX 75254

# President's Message

Oh, what a difference a year makes! I was thinking the other day about this time last year and it seems like it was so long ago. We had just gotten back from NAHU Capital Conference and the world turned upside down. Our offices, schools, stores, and restaurants were closed and we were all hunkered down at home. We thought that stay at home orders would last maybe a month and then it was back to normal. For the time being the world had gone on a long holiday. Who would have ever guessed that the holiday would have lasted another 12 months? As stated in Ecclesiastes 3:1-8 there is a time for everything and a season for every activity under the sun. We are seeing that the season of lock downs and closed offices and schools is coming to an end. We were very happy to see over 50 members and guests at the March DAHU Compliance Day and almost that many at the DAHU luncheon in April. The world is awakening and the economy and business is picking up.

I am truly thankful for the DAHU Board during this period of rest. The members of your Board did not shy away from the challenges this year brought. We are the only chapter in the state that continued to offer our programming in a live and virtual format. We are one of the few chapters in the country that did not have a massive loss of membership. As an organization, we are strong financially even though we did not have a lot of fundraising opportunities. Truly DAHU has been blessed with the best Board in the state and you should be truly thankful.

Our industry and our clients are still in for some challenges. As an association we need to use our strength to serve our clients and industry. We need to be active and diligent with our activities in DC and in Austin so that our voices are heard and our clients are protected. We need to be educated in our industry and become creative in our delivery of services and methods to guide our clients through this complicated and challenging time. We need to be involved and engaged so we can be the best that we can be.

The Texas legislative session is in its final weeks and this is when things get crazy. Do you know what is at stake? Do you have a relationship that can help educate your local representative? Are you supporting HUPAC and TAHUPAC? Now is the time to make the commitment to contribute to the PAC. With few opportunities to raise funds for TAHUPAC this past year the contribution funds are low. We need to build that fund up to support legislators and candidates that want to protect our industry and clients.

Please come back to our luncheons. We want to share exciting programs and discuss ways we can work together for the betterment of our industry. The new Board year is coming up fast and we need you to get involved. The Board needs your expertise, new ideas, and enthusiasm. We need your leadership in our industry and your knowledge for those that come after us.

When I first got into this business, I worked for Jack Reeves and we have remained friends throughout the years. Jack has decided to retire and we had a nice conversation the other day. He told me that a few years ago he was honored for being one to the longest members of DAHU. Jack taught me and many others a lot throughout the years. I am so happy to hear that he has decided to retire and enjoy more time with his lovely wife, Elizabeth. I also thought how his commitment to this industry and our association has been a blessing to each of us.

Don't we too owe that to the generations that are coming into this business?

Now really is the time to get off the dock and into the boat!



Thank you, Foster Benefit Resources for sponsoring our  
newsletter!



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thank you!





Registration Now Open!

**July 20-22, 2021**

Click [HERE](#) to view sponsorship opportunities.

Click [HERE](#) to visit event website.

Austin Downtown Marriott  
304 East Cesar Chavez Street  
Austin, Texas

The room rate is \$169.

Click [HERE](#) For reservations.

**LEARN MORE**

## LEGISLATIVE CORNER

### Stay Connected!

[TAHU LinkedIn Page](#)

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### DAHU's Legislative Team



Cindy Goodman, Rachelle DeLeon, & Halee Johnson

### 2021 DAHU Chapter Board Report

#### State Updates

Hang on tight, y'all! The Texas legislature is in full swing, which means your TAHU Legislative Counsel and Lobbyists are swinging, too. Below are some of the bills we are tracking, a brief summary, and our position.

- [HB 907](#) - Relating to prior authorization for prescription drug benefits related to the treatment of autoimmune diseases.
  - Oppose
    - While this sounds appealing, the legislation is too broad and will cost health plans too much. Cost-saving measures like step therapy and reauthorization are useful tools in controlling costs, a good thing for the employer, the plan, and the consumer.
- HB 2090 - Relating to health care cost disclosures by health benefit plan issuers and third-party administrators.
  - Set for Hearing on Tuesday, May 4<sup>th</sup> in the Senate Business & Commerce Committee at 8 am.
- [HB 573](#) - Relating to the operation of health care sharing ministries.
  - Oliverson, the author, is going to let this one die.
  - Side Bar:
    - Selling HSM products is a violation for agents and can result in big consequences.
    - Selling HSMs to employers for their employees when participants may not understand that their coverage is not insurance is worrisome.
- [HB 2118](#) - Relating to deceptive marketing of certain health plans, programs, and arrangements; authorizing an administrative penalty.
  - Oppose
    - This would require agents and brokers to record all marketing calls and store them for a year.
- Telemedicine Bills - There are many that want to have parity between telemedicine visits and in-office visits.
  - Oppose
    - Telemedicine is a cost-saving tool and does not require the same costs as in-office visits. Parity is not warranted.

#### Federal Updates

Change is in the air... While change is hard, uncertainty is even harder. There is much uncertainty. However, NAHU has some (free to member) resources that can help you stay current on the goings-on. Check these out:

- Webinar Reviewing ARPA COBRA Subsidies: If you missed it or want to hear it again, head on over to *Membership Resources* >> *Compliance Corner* >> *Webinars* >> *April 29*.
- Washington Update: Every Friday afternoon. Read this!! It has some nuggets in it.
- Healthcare Happy Hour Podcast: Every Friday afternoon. Subscribe through Stitcher or Podcasts.

#### Don't Like It?

Do the Texas Two-Step.

1. Tell your elected officials. Really. Tell them.
2. Get involved. NAHU is taking applications for NAHU's Legislative Council and legislative working groups. [Applications](#) are due no later than May 15.



We've seen the signs, "HELP WANTED." They are in every window of every restaurant and every grocery store. This is a good thing because it means Texas is opening up. So is DAHU. We need your help. We want your help. We have our HELP WANTED sign lit up in neon lights.

Wanna help? We have a very easy application process.

1. Send an email to [jstanley@holmesmurphy.com](mailto:jstanley@holmesmurphy.com).
2. Tell me what you want to do.
  - a. Community service?
  - b. Party planning?
  - c. Fundraising?
  - d. Outreach?
  - e. Mentorship?
  - f. Learning and development?
  - g. Media relations - social, paper, television?
  - h. Philanthropy?
  - i. Activism?
  - j. Travel agent?
3. Answer my phone call.

It's that easy. I look forward to reading your application!

Jen Stanley

### DAHU Medicare Minutes – May 2021

May 1<sup>st</sup> closes out the Special Enrollment for Texans “SEP – FEMA” brought on by Mother Nature’s arctic freeze and total mayhem for our great state, while offering a blessing from CMS to provide the extension for Medicare Advantage clients! THANK YOU!!!

“**ICHRA**”, our new best friend, is offering marketing options for group clients with active Medicare eligible participants. Are you listening? Have you attended or engaged in “ICHRA” Individual Coverage HRA options for your clients? Put on your solutions hat! We have more tools in our tool kit to help create **new** solutions for our current clients and develop new clients along the path. For our Non-Medicare agents / brokers, find a DAHU Medicare partner that provides full Medicare products and services. Let’s bridge your Medicare gap. Thanks to President Trump’s administration, for expanding ICHRA rules for our group market - a **new** tool for our active Medicare eligible clients. Our local chapters have key stakeholders ready to assist you.

With change comes opportunity! *Carpe Diem* “Seize the Day”

For you, our DAHU Members,

*Tamela Southan*

Tamela Southan, Past DAHU President 2019-2020



