



PROTECTING THE CUSTOMER'S INTEREST
NJAHU
 New Jersey Association
 of Health Underwriters
 AMERICA'S BENEFIT SPECIALISTS

E-blast Issue

NJAHU News



Like us on Facebook

View our profile on **LinkedIn**

Follow us on **twitter**

June 2020 Issue

NJAHU Brings Back "Legislation, Laughs and Libations"



In May, NJAHU brought back the famous "Legislation, Laughs and Libations" event, with a few twists. Of course we had to do it virtually, but this didn't stop us from having fun.

This Brady Brunch themed legislative happy hour was a great idea, led by our education chair, **Steve Honig**.

This Issue of the NJAHU News is sponsored by





Spotlight on Melissa Vanduyn



This month's spotlight features **Melissa Vanduyn**, Central Chapter Present-Elect. Originally from Carlstadt, Melissa has lived in Hillsborough for the past 12 years with her husband, Don, and their dog, Marley.

Melissa started in the industry while she was in college.

"I got a part-time job at Frank P. Costa Insurance in Nutley," Melissa recalled. "We did P&C and health insurance, and I particularly enjoyed health insurance. That part-time job turned into a full-time



Panelists included **Joe Torella** of HUB International, **Scott Wham** of Kistler Tiffany Benefits, **Dave Mordo** of BenefitMall, **Stephanie Colonna-Romano** of Martin Insurance and **Colleen Paterson** of Savoy.

For a little fun, panelists tested their throwback trivia knowledge of the Brady Bunch, following along with the Zoom screen theme.

Members enjoyed getting an unbiased no holds barred overview on everything brokers and clients need to know about covid-19. Facts were confirmed, fiction was debunked, and truth prevailed.

Check the [NJAHU calendar](#) at njahu.org for upcoming events!

CJAHU Hosted May At-Home CE Course

In May, the Central Chapter of NJAHU hosted a statewide webinar. The webinar featured a 2-credit CE titled, "Section 125 Non-Discrimination Testing" taught by **Chris Vanderwolk**, Vice President, Strategy & Business Development at gente.

"Thank you to Chris and the 100 members who attended the presentation," Central Chapter President **Lauren Heffernan** said. "Although I'm sad that my last planned event as President of CJAHU had to be online during these crazy and strange pandemic times, I'm so glad we are able to continue to offer such important and relevant content."

opportunity after graduation, and so it began!"

Melissa is now First Vice President of Service and Operations at FNA Insurance Services where she has worked for more than five years.

Melissa got involved in the association as she watched two of her coworkers, **Joe Torella** and **Carolyn Andress**, take on large leadership roles. "Watching Carolyn through her Presidency was inspiring," Melissa said. "I knew I could be doing more for NJAHU than just being a member. Getting involved has been an extremely rewarding experience."

Melissa's first position was on the membership committee for the Central Chapter, where she stayed for only a short time before becoming President-Elect. "I guess you can say I like to dive right in," Melissa said.

When asked about her goals for NJAHU, reflecting on the current coronavirus situation, Melissa said: "Driving membership is always a goal. We are going through a difficult time right now due to COVID-19. Social distancing requirements have forced the cancellation of meetings and conferences.

"Finding ways to stay connected and show the value of NJAHU is extremely important right now," she added. "We need to remind members and non-members in the industry that this is the time when



June At-Home CE Course For All NJAHU Members Hosted by the Monmouth Ocean Chapter

The four chapters of the NJAHU are working together during this difficult time to bring you important online content for you and your business. We hope you will join us virtually each month until we can be together again.

Wednesday, June 17, 9:30 a.m.

**Medical - Dental Connection
NJ Course # 88900540**

**Taught by
Andrew Flanagan, Delta Dental**

**This webinar is FREE to everyone,
but you must preregister.**

Click [HERE](#) for more details.

**Interview with
Linda Schwimmer
President, NJHCQI
Regarding Covid-19 Initiatives**

Listen at your leisure [HERE](#)
or

NJAHU works even harder for you. The information-sharing and collaboration are invaluable right now."

To young insurance professionals out there, Melissa says "Get involved in NJAHU! You will gain knowledge and stay informed and have access to seasoned professionals in the industry. You will make connections that may help you with your future and you will gain friendships along the way."

So what's something we don't know about Melissa?

"In my free time you will either find me walking in nature with my dog or in the kitchen cooking! I find that cooking relaxes me after a long day. I like to put on some music and focus on the meal. Another escape for me is walking the dog! We have a pond near our house, and I love taking pictures of the sunrises, sunsets, the moon and various wildlife living right in my backyard!"

Membership Update

NJAHU is pleased to welcome the following new members:

Cheryl Dickscheid
William Malenzi
Robert Osmun
John Watson
Keith Zimmerman

We look forward to seeing all of you at future events!

Join us for a viewing happy hour
Thursday, June 4 at 4 p.m.

Click [HERE](#) to register and you will be sent your meeting link by Zoom

We'll watch the interview together and then chat over a drink.

BYOB

This event is **FREE** to all NJAHU members.

What is LPRT?

NAHU's Leading Producer Round Table (LPRT) encourages excellence among its members by recognizing their sales achievement.

LPRT members demonstrate exceptional professional knowledge and outstanding client service. NAHU formed the Leading Producer Round Table in 1942 to recognize the successful underwriters of accident and health insurance. Today, NAHU and the LPRT Committee are committed to making LPRT the premier program for top health, disability long-term care and worksite marketing insurance producers, carrier representatives, carrier management and general agency/agency managers.

To qualify for LPRT, you must be actively employed in the health insurance industry and make positive contributions in your professional endeavors. For more information visit www.nahu.org.

**Where do you spend \$10 a month?
How about spending it on your
career**

HIAPAC is the answer.

Members - let's not stop here. Join us in our recruiting efforts as often as you can.

Joining NJAHU is simple! Non-members (Future Members) can click [HERE](#) to join online or click [HERE](#) for a membership application to email or fax.

Just a few hours of active membership each month could earn you unlimited rewards in growing your client base and keeping them well-informed!

Contact your local chapter president to learn what NJAHU can do for you.

NAHU Certification Courses

NAHU offers coursework to achieve the certifications. Click [HERE](#) for a listing of available certifications.

We are now accepting advertisers for the October Issue of the NJAHU News.

Get your company name in front of hundreds of industry professionals. Don't miss your chance to advertise in our printed edition that will be mailed to more than 600 active NJAHU members!

Ads must be received by September 15 to be included in the October 2020 issue.

For advertising rates, please email: info@njahu.org.



Carolyn Adress spoke about the importance of HIAPAC participation at the Annual NJAHU Conference.

[Email us](#) today to make a donation

[Download the HIAPAC Contributor Form](#)

NAHU's Triple Crown Program

NAHU created the President's Triple Crown Program to recognize those members whose individual contributions to NAHU help advance the association's mission. Like baseball's Triple Crown, it recognizes accomplishments in three key areas. However, although baseball's Triple Crown hasn't been won since 2012. NAHU's Triple Crown can be won every year by hundreds of our members. To qualify for the Triple Crown, within the calendar year (01/01-12/31), a member must participate in:

- HUPAC: Participate in \$12 x 12 draft program or contribute \$150 total for the year
- Membership: Recruit two or more new members
- Advocacy: Use Operation Shout to send three or more messages

Click [HERE](#) for more information.

[SafeUnsubscribe™ jessmartin@martinins.com](#)

[Forward this email](#) | [Update Profile](#) | [About our service provider](#)

Sent by njahu@jaffecom.com in collaboration with



Try email marketing for free today!