

## **"WHY" LOS ANGELES NATIONAL ASSOCIATION OF HEALTH UNDERWRITERS**

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  
LAAHU President

"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 President Elect

"I have been a LAAHU member since 1996 and a LAAHU, CAHU or NAHU board member or committee member since 1999. Serving on the LAAHU board has allowed me to meet and work with insurance industry people all across the Country. Because of my industry visibility my credibility with the agent community is sky high which has been very helpful to me as I grow my business. My income has increased every year that I have served on the board. Networking opportunities have allowed be to write lines of business on products where I had very limited knowledge.

I have always believed in giving back to the "community", in this case the insurance industry for allowing me to earn a very good living and have fun doing it until ObamaCare came along. Most importantly are the lifetime friendships that I have made."

Dave Benson  
LAAHU Legislative Chair

"Today, my involvement in LAAHU has absolutely changed my life and my company. It has provided credibility and stability to my company. Keeps me informed in areas I would normally not have exposure to. It showed me that one of my true passions in life is teaching and educating. I didn't realize how much I enjoyed that - or how good I was at it. Today I am proud to have been told many times that "I never understood X before, but you explained it in a way that makes sense to me." I absolutely give LAAHU the credit for our grown and success at PayPro Administrators.

My why? Personal and professional growth and relationships. Education and a platform to share it. The knowledge I learn every single meeting. Friendships that I know are valued and appreciated. The ability to work with and influence those folks that shape public policy."

Bobbi Kaelin  
LAAHU CE Chair