

Hawaii Association of Health Underwriters

Monthly Membership Meeting ~ Wednesday, July 23, 2014

Location: Hale Koa Hotel, Lualima Room
2055 Kalia Road

Time: 8:00 a.m. – 10:30 a.m.
(breakfast served from 7:30 am)

Cost: HAHU Members \$30
Non-Members \$50

- Payment may be made at the meeting (includes breakfast)
- No-Shows will be billed the cost of the event

Speakers: Julie Allen (Regional Sales Mgr) & Ann Ruddock (Group Sales Representative)



Topics (2): Family & Medical Leave Act....+ Ethics

Our 2 courses will include discussion on:

- **Ethics – Do The Right Thing....**this course is designed to give you a thorough understanding of ethics, not just in insurance, but life in general. Included are discussion and insights into professional insurance standards, regulatory guidance, and responsibility to the public.
- **FMLA – How does the Family Medical Leave Act impact absence management?** This course tells you what you need to know, and clears up misconceptions. The rights of employers and employees are explained, as well as differences between FMLA and disability claim management.

Our speakers, Julie Allen and Ann Ruddock both have extensive backgrounds in Group Insurance. Julie is Prudential's Regional Sales Mgr. with over 19 years experience in the insurance industry. She has extensive proficiency in Group Disability Absence Management, Group Life/AD&D, & LTC. She takes great pride in keeping abreast of the latest products and services in her industry. Julie serves the mid-market sector (1000 to 10,000 lives), and her responsibilities include plan design and pricing, building producer relationships. In addition, Julie maximizes Group Insurance cost-effectiveness through sophisticated insurance vehicles, such as Multinational Pooling, Captive Reinsurance, and Retiree Medical and Life Insurance Funding. She received a Bachelor of Arts degree from Johns Hopkins University, Baltimore, MD. Prior to joining Prudential, Julie worked for three large insurers, where she gained much of her sales expertise over 11 years as a Senior Disability Sales Consultant. Julie has two children, Jack and Chloe. She volunteers at and is a board member of a local non-profit organization. In her free time, she enjoys competitive swimming, traveling, running, and reading.

Ann has 10 years of experience selling, marketing, and maintaining Group Insurance products and accounts. She has special expertise in handling all lines of group insurance. Ann supports small business clients (25-999 lives) for Group Life, Accidental Death and Dismemberment, and Disability plans. Prior to joining Prudential, Ann worked for GE in a Leadership Development Program focusing on Mortgage Insurance, Commercial Real Estate, and Group Insurance Licensing and Renewal strategies. She started selling Group Benefits with Genworth Financial, was part of the subsequent Sun Life acquisition of Genworth Group Products in 2007, and moved to Prudential in 2009. She received a Bachelor of Science degree in Business Administration from the University of Richmond, Richmond, VA.

THIS COURSE IS APPROVED FOR 1 L&H SUBJECT (LC209025) + 1 ETHICS (# INSURANCE SUBJECT CE CREDIT (LC208814))

The views and opinions expressed by outside speakers or organizations are not reflective of the HAHU and are presented as information for consideration only.

Membership application available on-line at: <https://www.nahu.org/members/memapp3.cfm?chapter=HISW>

RSVP to HAHU: **By Monday, July 21, 2014 BEFORE NOON**

Contact Jimmy Lui-Kwan via Email (jluikwan@amghi.com), or call 522-8690



**National Association
of Health Underwriters**

America's Benefits Specialists