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## AHIA Announces Slate of 2008 Officers

**FALLS CHURCH, VA (September 17, 2008)** — The Association of Health Insurance Advisors (AHIA), NAIFA's health and employee benefits advocate elected a new slate of officers September 8, 2008 at the 18th Annual AHIA meeting in San Diego, California. Keynote speaker Roger Schultz, CLU, began the meeting with his *Building a Million Dollar Benefits Practice* presentation which gave attendees step by step instructions on how to distinguish themselves from the competition. Incoming President Robelynn Abadie concluded the meeting by sharing her heartfelt personal story and asserting her dedication to preserving the AHIA mission.

The following leaders have been elected to the 2008-2009 AHIA Board of Directors: Robelynn H. Abadie, LUTCF, CSA, RFC, as President; William J. Foudy, LUTCF as President-Elect; Michael O. Brown, LUTCF, as Secretary; H. Larry Fortenberry, CPA, CLU, ChFC, as Treasurer; Thomas Vander Wal as Immediate Past President; and for Director, Ed Anderson, CLU, LUTCF and Gregory A. Bailey, FSS.

**Robelynn Abadie** is the owner of Abadie Financial Services in Baton Rouge, LA, an insurance and financial services agency specializing in corporate employee benefit plans. Abadie has been an agent and financial advisor for over 30 years. She is a Life and Qualifying member of the Million Dollar Round Table qualifying for the 2008 Top of the Table. In 1990, she was presented with the "Life Underwriter of the Year Award" by the Baton Rouge Association of Life Underwriters. The Louisiana Association of Insurance & Financial Advisors selected Abadie as their "2003 Advisor of the Year" for outstanding service to the industry and the National Women in Insurance and Financial Services also selected Robelynn as their 2003 Woman of the Year recipient and Diamond Award winner.

**William Foudy** is the President of Foudy Insurance Agencies, Inc., an employee benefits agency specializing in the sale and service of life insurance, group health insurance as well as related products to small employers in the greater Southern California area. Foudy has more than 40 years experience in the industry.

**Michael Brown** is the owner of Michael Brown and Associates Insurance firm that sells life and disability insurance, group major medical, individual medical and Medicare supplements. Brown has been an agent for 37 years. He has held numerous industry positions and is now serving as Oklahoma City Regional Vice President for the National Association of Insurance and Financial Advisors.

**Larry Fortenberry** is the President of Executive Planning Group, P.A., an insurance and employee benefits firm located in Jackson, Mississippi. He is a 32 Life and Qualifying Member of the Million Dollar Round Table with nine Court of the Table and nine Top of the Table qualifications. Fortenberry currently serves as the Divisional Vice-President of the 2008 MDRT External Relations Division. Larry is a Past President of the National Association of Insurance and Financial Advisors-Mississippi.

**Thomas Vander Wal** has more than 40 years experience in the industry, starting in field claims and working his way up to CEO. Vander Wal is well-versed on the issues agents face and established his own consulting company in 1994. His firm focuses on the health care delivery system and specializes in all aspects of employee benefits and business insurance including core benefits, worksite and individual products.

**Ed Anderson** has been the manager of the Life & Health Department of Hawkins Insurance Group since 1983. The primarily property/casualty agency has offices in seven locations and was established over 50 years ago. Anderson has received several awards for life insurance sales; however his primary business focus is in individual and group health insurance. Anderson is completing his second year on the AHIA National Membership Committee and is the current chair.

**Greg Bailey** is the President of Bailey Partners, LLC, (BP), a national brokerage general agency supporting financial advisors and agents with life, disability, long-term care, annuities and group benefits. BP was founded in Omaha in 2003; however Bailey recently moved the business to Columbia, Missouri. Prior to founding BP, Bailey was the Vice President of Marketing for a life, disability and long-term care insurance brokerage agency, where he trained and consulted with hundreds of financial advisors and agents.

During their tenure, AHIA officers will work to uphold the mission that AHIA is the NAIFA health and employee benefits advocate protecting the role of the advisor in offering affordable choices in a competitive marketplace.

For more information about AHIA, its officers, and advocacy efforts visit [www.ahia.net](http://www.ahia.net).

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*AHIA is the NAIFA health and employee benefits advocate protecting the role of the advisor in offering affordable choices in a competitive marketplace. AHIA members are NAIFA Federation members actively involved in the sale of group and individual health related products including disability, long-term care, critical illness, Medicare supplement insurance and work site products.*

**About NAIFA:** *Founded in 1890 as the National Association of Life Underwriters, the **National Association of Insurance and Financial Advisors** comprises nearly 800 state and local associations representing the business interests of 60,000 members nationwide. Members focus their practices on one or more of the following: life insurance and annuities, health insurance and employee benefits, multiline, and financial advising and investments. NAIFA's mission is to advocate for a positive legislative and regulatory environment, enhance business and professional skills, and promote the ethical conduct of its members. Visit NAIFA's website at [www.naifa.org](http://www.naifa.org).*