



Jacksonville Association of Health Underwriters

904-287-0848 ☐ Fax 904-287-5625 ☐ Wendy@Owenservices.com ☐ www.jahu.org

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Contact: Wendy Owen, JAHU Media Relations
(904) 287-0848 ext. 10 or Wendy@Owenservices.com

Best-Selling Author to speak at FAHU Educational Symposium

(Jacksonville, FL) — **Members of the Jacksonville Association of Health Underwriters will attend an annual Educational Symposium and Expo May 8th and 9th** at the DoubleTree Hotel-Universal hosted by their state association.

As part of the Symposium, insurance agents will have the opportunity to complete 12 hours of continuing education courses in a two-day period. Wayne Sakamoto, president of FAHU said, “Our state association has organized one of the most anticipated educational event for insurance agents involved in the health insurance and benefit marketplace. We are excited about the line-up of superb speakers and insurance-related sponsors.”

The Symposium will feature such distinguished speakers as Byrd Baggett, nationally renowned speaker and best-selling author of *Dare to Lead* and other motivational works for business professionals. Mel Schlesinger, certified personal coach and master of the “Effortless Selling” technique, will provide an insightful lesson on the role of the agent in today’s market, “It’s not about the price.” John Nelson, president of NAHU will be speaking, as well as Tom Bruderle, vice president of NAHU congressional affairs, who will provide an update on the State of the Union as it relates to federal legislation on insurance matters and its possible affect on the agent’s role.

The Symposium will include panel discussions featuring insurance company CEOs and leading agent producers. These discussions promise to be lively and informative. To compliment the Symposium, an exposition of insurance carriers and other service providers will be open to agents to meet with carrier representatives and see the latest product offerings. Mr. Sakamoto said, “All attendees will not only find value in our educational symposium’s line up, but will discover a lot of uncovered opportunities in the health and benefit market from our expo.”

“The goal of our educational workshops is to provide our member with the tools to help health care consumers navigate through the complexities of our health care system so that more Americans have access to affordable and high-quality health insurance.”

About JAHU:

JAHU is a non-profit association dedicated to meeting the health, financial and retirement security needs of all Americans while utilizing private sector solutions. Their mission is accomplished through education, advocacy and professional development of its members.