



## Presidents Corner July 2017

The start of a new year with new leadership brings a sense of excitement and opportunity for the Maine AHU. I look forward to working with you as we continue to grow and strengthen our professional association.

This organization is a vital part of the insurance industry. As insurance professionals, we must be current and up to date on the ever-changing market place. The insurance professional no longer just looks for the best insurance at the best price; we must also advise our clients on federal and state regulatory changes, legislative changes, product and underwriting changes. We must help employers attract and retain a higher quality employee and provide guidance on how to manage their benefits while controlling costs and complying with new regulations. Our Maine chapter and NAHU will provide you with tools and resources to assist you in your continued success in this changing market.

I ask that you get involved, participate in a special event, become part of a committee, speak up and be heard. I encourage you to attend our quarterly member meetings, where you will meet dynamic people who are willing to share ideas and deliver valuable information and CE opportunities to you, our membership.

Respectfully,

Kimberly A. Vance