

#### What is a Webinar?

Have you ever participated in a webinar? Do you know what a webinar is?



A webinar or web-based seminar is a workshop or lecture delivered over the web. Webinars may be a one-way webcast, or there may be interaction between the audience and the presenters ([PC Magazine Encyclopedia](#)).

Is a webinar what you thought it was? In the past, we have provided our facilities with numerous FREE webinars and will continue to do so. We want to make you aware that by just being a member of NIHCA, you can take advantage of every single webinar. Did we mention that they are FREE and you don't have to leave the office to participate?

The Winter Webinar Series - *New Sales and Marketing* kicked off in the month of December. Our next FREE webinar is January 18<sup>th</sup> and will be hosted by long time industry expert, [Casey Conrad](#). The format of this webinar series is slightly different than some of our previous webinars- this webinar series is about **YOUR FACILITY** and the questions that **YOU HAVE!**



[Casey Conrad](#)

Casey will spend time answering **YOUR** questions about your own facility; it is like having your very own consultant without the extra expense. And what about the questions you forget to ask? The likelihood is good that other facilities will ask questions that you can benefit from as well.

There are two things you must do to get signed up:

**Step 1: Click the link below to get registered:**

[www.ClubSalesTraining.com](http://www.ClubSalesTraining.com)

**Step 2: Simply click the link below and submit your questions.**

<http://www.askdatabase.com/campaigns/?a=58102&b=767&c=>

Once you are registered you will receive an email giving you directions of how to participate in the webinar. You will need to click the link provided in the email the day of the event to gain access to the webinar.

Mark the date on your calendar so you don't forget!

All of the webinars that NIHCA brings to you and your facility are FREE and usually take 45 minutes to one hour. Isn't your facility and the questions you have worth taking that time?

#### Reminder: 2012 BCBSND Well Being Assessment and Health Authorization

Blue Cross Blue Shield of ND members will be required to complete both the Health Authorization form and Well Being Assessment online (if eligible for both Health Club Credit and MyHealthCenter) in January 2012 to continue to receive their reimbursements. If they are just eligible for the Health Club Credit program, they may only need to complete a paper authorization form and return it to their employer .

Contact NIHCA at 866-484-9173 with any questions.

**Please note:** Your members will not see their December reimbursement or any other reimbursements until they complete the necessary paperwork during 2012 . Your members will be receiving this messaging as well, directly from Blue Cross & Blue Shield of ND.

#### Brent Wolf– New NIHCA Board Member



Welcome and congratulations to Brent Wolf for being elected to the NIHCA Board of Directors. We are excited that Brent has been chosen to be a member of the board and look forward to working with him!



NIHCA

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