

Harold R. Gordon Memorial Award Nomination

Thomas M. Harte
NAHU President 2013 / 2014
NAHU Legislative Chair 2007 / 2008
NAHU BOT 2007 / 2008, 2009 to 2015

I am pleased to nominate Thomas M. Harte for the Harold R. Gordon Memorial Award. I first became aware of Tom when I saw him on the stage at NAHU's Capitol Conference in 2007, proudly wearing his Tom Brady jersey. I thought to myself, "who is this guy and how did he get this position at such a young age?" At that conference I had the pleasure of meeting Tom and I got my answer within minutes of meeting him. I immediately saw his passion for NAHU and his leadership capabilities. However, his involvement was not only with NAHU but countless other organizations and non-profits as I learned when submitting the Distinguished Service Award application for Tom a few years ago. He embodies a true leader in our industry and I was so proud to support him in his run for NAHU Secretary and knew NAHU would be in good hands. What I did not know was his timing was impeccable due to the challenges our industry faced.

Tom took over as NAHU President during one of the most tumultuous times in health care history. He led NAHU through seemingly insurmountable challenges of the employer and individual mandates with leadership, confidence, and a relentless work ethic toward making a difference in the lives of industry professionals.

To many, the most memorable event during his leadership was when Tom was featured on MSNBC and he made it clear that consumers and businesses struggling to navigate the challenges of health care reform should seek out a professional who are members within the National Association of Health Underwriters. Immediately following, the membership of NAHU celebrated with the extraordinary recognition of such an incredible Association.

That year was only a small part of what Tom has contributed. Please allow me to share the history and continued contributions of Tom Harte...

Thomas M. Harte has contributed significant amounts of his time, talent, and treasure to his community, industry organizations, Society for Human Resource Management, New Hampshire Association of Health Underwriters, and the National Association of Health Underwriters (NAHU) for the past 22 years. His passion for leadership, drive to success, and commitment to people have inspired countless lives within his own community and across the nation.

Tom first became a member of NAHU in 1996 immediately after opening his agency, Landmark Benefits, in New Hampshire. As the President and founder of Landmark Benefits, Tom has always maintained a deliberate focus on affecting positive change through his impassioned involvement in the legislative process as well as industry and professional organizations.

From the very start, Tom assumed leadership roles in the New Hampshire AHU, ranging from State legislative affairs to the Board of Directors and serving as the state President three times. Tom was recognized by the membership for his significant contributions to the New Hampshire

AHU and was presented the “Sanders Award,” the highest level of recognition for his State Chapter. In addition to serving at the state level, Tom was NAHU’s Legislative Council Chair in 2007/2008. Tom’s passion for leadership did not stop there. In 2009, Tom was elected NAHU Secretary and served on the NAHU BOT in each of the executive positions to include NAHU President for 2013 / 2014.

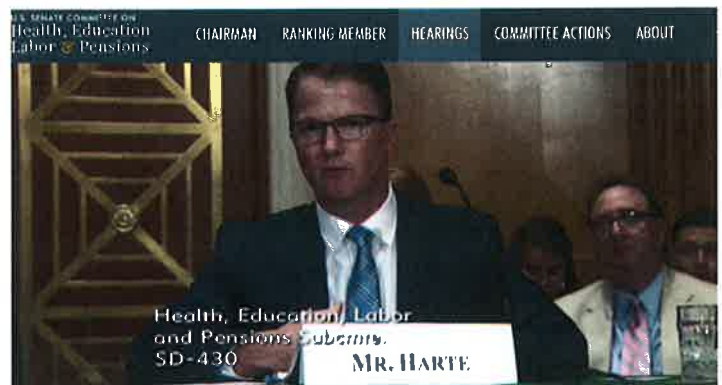
When Tom is enthusiastic about a cause, he is engaged at all levels. Since becoming a NAHU member, he has been a frequent LPRT recipient, he has participated in State, Regional, and National Conferences since 2002 [Section 5], he has been a frequent Triple Crown recipient, and continues to make significant financial contributions to HUPAC.

During his time on the NAHU Board of Trustees, Tom was a trusted voice for the Association and was interviewed on television and quoted in multiple periodicals.

- Fox News
- MSNBC
- New York Times
- Wall Street Journal
- USA Today
- Employee Benefit Advisor
- Health Insurance Underwriter
- Business New Hampshire Magazine
- MSN Money
- Kiplinger
- Washington Examiner
- Insurance Business America
- Union Leader
- Entrepreneur Magazine
- Fox Business
- CNBC
- New Hampshire Public Radio
- Radio stations (multiple)

In addition, and possibly of greatest significance, Tom has testified on three separate occasions before the United States Congress.

- Senate: Health Education Labor and Pension, June 26th, 2016
- Senate: Health Education Labor and Pension, June 7th, 2015
- House: Ways and Means Committee, June 12th, 2016



Other Industry Involvement:

In addition to his continuous commitment to our Association, Tom is also heavily invested in other industry associations, which include the following:

- SHRM, Greater Merrimack Valley Human Resources Association - GMVHRA (20 years), founder and past president
- Parkland Medical Center's (local hospital) Board of Trustees (6 years)
- Greater Salem Chamber of Commerce (20+ years).

SHRM:

His involvement with GMVHRA began over 20 years ago when he and a few other professionals determined the need for a local chapter of the Society for Human Resource Management (SHRM) and started GMVHRA. Today, that local chapter is amongst the largest chapters in New England and serves as a valuable resource to the professional community. Over the years, Tom held many leadership positions at GMVHRA including Treasurer, President-Elect, President, and Immediate Past President. For his leadership, service and outstanding contributions to GMVHRA, Tom was awarded the "Daniel W. Griffiths Leadership Award" named after the Chapter's first president.

Other Recognition:

Tom has been recognized for his endless involvement and outstanding leadership in the industry. In addition to the Sanders Award and Griffiths Award mentioned above, Tom and his company received recognition as "Business of the Year" by Business New Hampshire Magazine. Additionally, Tom has received recognition from the New Hampshire State Senate for his "meritorious service to health care insurance professionals."

Advisory Councils:

Tom's other industry involvement has includes the participation on the following advisory councils:

- Harvard Pilgrim Healthcare Broker Advisory Council, 2008 to current
- Anthem Blue Cross and Blue Shield Advisory Council, 2006 to current,
- Tufts Freedom Health Plan Advisory Council, 2015 to current,
- Northeast Delta Dental Advisory Council, 2013 to current
- New Hampshire Insurance Department, Exchange Advisory Board

Make a Wish Foundation:

Public service and community involvement are of great importance to Tom. He has positively impacted the lives of children through his support of the Make-A-Wish Foundation of New Hampshire over the past 20 years by raising more than \$950,000. Through his company, Landmark Benefits, Tom has hosted annual golf outings and Holiday galas to benefit the Make-A-Wish foundation. Tom has inspired many community leaders to get involved with Make-A-Wish's mission and his efforts have been credited for making significant contributions to the Foundation's awareness.

One example, as contained in the letter from Make-a-Wish New Hampshire's President and CEO, Julie Parry Baron, states *"recently Make-A-Wish created a 6 week public speaking program to train wish children who wanted to share their story and Make-A-Wish's mission with their community. Tom attended the graduation ceremony for these wish children, adding an aura of appreciation to the accomplishments of these courageous children....but then he did something*

riveting. To each graduate he gave a \$100 gift card and a challenge: "Pay it forward". He asked each of them to find a way to help someone by using the gift card to disperse kindness, and then report back on how it felt to make a difference in someone else's life. Brilliant! These children spent enormous time and energy deciding what to do and then could not wait to tell their stories. It gave them each a different prospective of being on the giving end. Its ripple effects have been far-reaching and unanticipated. This is just one example of the type of action Tom takes that goes so far beyond the ordinary."

Conclusion:

For the many reasons listed above detailing his extraordinary involvement, distinguished leadership, unending compassion and passion for our association, the industry and the community in which he lives, I believe Tom Harte is a most deserving candidate for the Harold R. Gordon Award.

Sincerely,



Catherine L. Cooper