

# VAHU Board Minutes

## Humana Office, Richmond, Virginia

### Friday, January (10am-2pm)

#### In Attendance

Arty Accardo	Tim Hicks	Chris Rankar	Nick Carrell
Cameron DeBord	Jill Age	Josh Viles	
Jessica Bagby	Anya Simpson	Lindsey Waters	
Lori Carter	Heather Kochanowicz	Brenda Cutting	

#### President's Report

**Lindsey**

**10:20 am**

Lindsey opens and welcomes everyone to the meeting.

Tim Hicks makes a motion to approve the minutes from November 18, 2016 Board Meeting. Jill Seconds. Any Discussion- No. All in Favor. No opposes, motions carries.

A few items I want to discuss. Who in the room is going to Cap Conference? Per the site we have 23 people from the state of Virginia going. Jill announces the awards points that we can get for the state for attendees. For Leadership Day that Sunday before we get the following president Pres Elect 150 points, current pres, sec, treasurer.

State Dinner – we have not secured a sponsor for the state to pay for the event, therefore can we consider other places and we just pay for ourselves.

Chris brings up that we need a time for him to meet with all attendees prior to the dinner.

We have allotted \$500 per chapter for scholarship money, so Lindsey is questioning the 3 people she has as first timer. But it is for chapters to decide.

For Conference this year we are inviting some legislators, and we have the letter here for everyone to review today if they want.

#### Secretary's Report

**Heather**

**10:10 am**

**Amy/Jessica**

Cameron on the NAHU eCommerce site - DONE

**Lindsey**

Check with Lisa @ Jaffe to make sure that she is downloading the lists and importing to the site and constant contact- DONE and SHE IS

**Jill**

Will work to get sponsors for the VA Capital Conference dinner – HAVE NOT SECURED

**Brenda**

Revise Budget with updates and email out to Board and load to google docs for awards - DONE

#### Treasurer's Report

**Brenda**

**10:35 am**

\$34,622.78 in checking account, which is lower than normal.

Liquidated Edward Jones Account - \$11K

Conference sponsorship money is coming in and we just invoiced a few people. We have only received 2 checks so far.

We also need to pay JAFFE so another 9K is coming out, taking us down further.

We just need to make sure that we get invoices out for sponsorship as soon as possible so we can get more money coming in faster.

JAFFE is ending in Feb (4 months), and next board meeting is after that so we may need to talk to prior to that

#### Chapter President's Report

**11:26 am**

**Central**

**Nick**

Holiday Party in December that was not has highly attended as would've liked.

Nothing in January, large focus is Day on Hill that we are sponsoring, and Cap conference coming up.

We have 3 new members coming to Cap Conference and would like to get them scholarship money to attend.

Also 3 new members for the month.

**Eastern**

**Anya**

We had December Holiday event, not good attendance, but everyone liked it.

Board meeting next week to discuss a membership event, possibly bowling event. And figuring out when we are doing it to not coincide with State Conference.

Membership is down as well since July.

**Northern**

**Heather**

Membership is still down so next two events we are focusing on recruiting as well as succession planning.

Next Meeting is February 27 in Reston –

Golf Event supporting local charity (name)

## **Piedmont**

**Lori**

Nothing planned for Feb just due to busy season, so we are looking to hold a member meeting in March. We have 2 people coming to day on the hill and one person coming to cap conference from our region

## **Southwest**

**Amy**

Our chapter is doing a scholarship to pay for Cap Conference for a member if they attend leadership and commit to a board position. Membership is down and losing members rather than gaining. And most of membership comes from one agency or about to retire. Looked at doing some membership campaigns locally, and really hope that we get help from NAHU to bring in younger people to keep this association afloat.

Will be doing golf tournament in May.

## **Legislative**

**Chris**

**10:50 am**

12/6/16 Carol Taylor, Dave Mordo and myself held a town hall call with Region 2 leaders to discuss ideas for meeting with Congressional leaders prior to the 115<sup>th</sup> convening in January. Roughly 20 people joined in and regionally developed a broad scope of topics to discuss. Main message - HOW CAN WE HELP!

12/30/16 Matt Irvine and Chris Renkar met with Dave Brat - HOW CAN WE HELP. Matt is fleshing out an Op-Ed for Dave Brat to go to the Washington Papers with.

No Region 2 call in December

Capitol Conference: Comstock, Brat (Set) and Goodlatte (requested).

Below are two adaptable emails for reaching out to Congressional Leaders.

Version 1:

The Southwest Virginia Association of Health Underwriters will be in D.C. February 13-15<sup>th</sup> with our national association discussing healthcare reform objectives and would like to request an appointment with Congressman Goodlatte – preferably on the afternoon of February 14<sup>th</sup> – however, we are flexible. In attendance will be myself, Charles Webb of Roanoke, Jeff Ford of Roanoke, and possibly a few others. Please let us know if the Congressman may be able to take some time with us.

Version 2:

Our Association (National Association of Health Underwriters) will be back again on Capital Hill meeting with our Legislators next month.

I am requesting a short visit on 02/14/2017 in the afternoon with Congresswoman Comstock. As a constituent & an Insurance Broker, I have dozens of clients in the 10th District. We appreciated the meeting we had with Congresswoman Comstock & You last year & look forward to meeting again this year.

If her schedule does not allow the visit, would it be possible to meet with Ryan & appropriate staff?

As always, let us know how we can be of assistance.

It's become commonplace for us to email the scheduler, copying the legislative director or aide on the email and then start calling about a week afterward to speak directly with the scheduler in D.C.

SHARE WITH YOUR RESPECTIVE TEAMS.

## **Awards**

**Jill**

**11:05 am**

P&L – we need to update it with new date and on website so made an action item for Brenda.

Points we can probably get that will be coming up, for Region II and other events.

Newsletter – there was one in January and will have one in February. The Feb Newsletter will be Leg heavy.

Summary of activities for the year – History for the State from last April to March

Member needs survey needs the results, and Amy will get with Jill.

Media – please post on the shared drive.

Getting ready to submit for Chapter Certification and last year we were Gold.

Have everyone on the board, Bi-Laws Updates, Strategic Plan, Budget posted, D&O Coverage, IRS Non-Profit Filing and will def fill 9. So will not have a problem getting us Gold.

## **Membership**

**Josh**

**11:15 am**

We are down from July 1 so total members 323 as of 1/19/17.

We have members on the lapse list that we need to contact, passed around a list for all chapters.

Google Docs has all membership scripts and lists to use for each chapter. There are also bi-weekly membership calls to review lists and all chapters are on these calls.

Will be working on a new membership campaign for State.

<b>HUPAC</b>	<b>Tim</b>	<b>11:35 pm</b>
As of Dec 31, contributions for VA are \$22,000 for 68 people. Eastern has 27 members but lowest amount.		

<b>Media/Communications</b>	<b>Cameron/Lindsey</b>	<b>11:40 pm</b>
Newsletter – they are going out regularly, and we do need to have one be a print newsletter to have for conference. Help us to show sponsors their logo could be there.		

<b>Conference</b>	<b>Heather</b>	<b>12:50 pm</b>
<b>Emails</b> Going out every 2 weeks and we have been targeting sponsors. Next one will feature Frank beamer and then will start targeting attendees. Attendee emails will try and target the conference as a great family destination, and give our guest pricing. Guest pricing for boat will be \$45 and \$60 for Top Golf. Please resend email blasts to your broker/vendors lists. Also please talk about conference and encourage attendees to come.		
<b>Marketing</b> Creating a leave behind and email flyer.		
<b>Website</b> Being updated in general and with speakers, agenda etc. More of a marketing theme to get people there.		
<b>Agenda</b> Agenda is finalized but finalizing the last 2 spots for CEs. Topics are targeting empowering the broker. Should have a total of 5 CEs over 2 days.		
<b>Sponsorship</b> 3 <sup>rd</sup> of the way thru sponsorship money, Bronze and Gold sold out, new companies sponsoring		

<b>Open Items</b>	<b>Arty</b>	<b>1:40 pm</b>
Leadership Day at Cap Conference – we need to make sure that each chapter has the next president elect at the Leadership day. So far only Lori and Heather had signed up. Agenda is different than it used to be, so we are starting at noon, and then 1pm starts. Opening remarks by chair of committee and then speakers to talk about volunteerism, and has over 20 years of experience. Table discussions and open forum and then NAHU tools and where to go to find stuff. Out by 5pm and assigned seating.		

Dinner for Capital Conference state dinner we need to vote on where to go. Keep it at Old Eddbit Grill and still try and get it sponsors.

Tim makes a motion to adjourn the meeting. Chris seconds. All in favor, nobody opposes. Motion carries

## ACTION ITEMS

<b>Jill</b>	Check and see if we can get double awards for Sec and Pres Elect for Leadership Day, since Heather is both and is going.
<b>Brenda</b>	P& L needs to be updated and on the website with 2016-2017
<b>Heather</b>	New Jersey Sponsorship List – send out to everyone to see if anyone knows any of them. Also send to Conf Committee.
<b>Lindsey</b>	Jill needs a summary of all state activities from the year from April 2016 to March 2017. Post on a newsletter or online, make sure Lisa includes this.
<b>Amy</b>	Needs to put out a membership needs survey and Jill needs results.
<b>Jill</b>	Press Releases – Are they on the website and can we get them, check with Lisa.
<b>ALL</b>	<a href="mailto:VirginiaAHU@gmail.com">VirginiaAHU@gmail.com</a> , Presidents notify your members about this. Please add to your social media.
<b>ALL</b>	President Elect from each chapter should be at Leadership day, Sunday Feb 12. Please tell your boards