

**NCAHU Board Meeting Minutes**  
**March 10, 2005**

A meeting of the Board of Directors of the North Coast Association of Health Underwriters was held on March 10, 2005, at Foxtail Golf Course, Rohnert Park, California.

**Board members present:**

Jim Johnson, Victor McKnight, John Nacol, Norman Sheehan, Jackie Spahr, Jim Spahr, Elaine Squires and Elisa Weiss

**Board members Absent:**

Deborah Bezona, Tom Henry, Mary Landen

**Guests Present:**

None

**Staff Present:**

None

A meeting of a quorum of the North Coast Association of Health Underwriters (NCAHU) Board was called to order at 10:25 a.m. with John Nacol, President, presiding.

**Minutes:**

The minutes for January 13, 2005 were approved as written.

**President's Report:**

John Nacol stated that at the April 14 membership meeting Stuart Michel will be speaking on leadership cultivation as well as membership growth. This will be after Mark Reynolds from Ben-e-lect talks. There will be two CE credits for this meeting. Since this meeting will be long, there will be no Board meeting after.

John also reported that he is working with the Silicon Valley Chapter to collaborate with speakers/seminars to perhaps attract national speakers as well as share in travel costs for the speakers. With this in mind, John is asking that this year's HI2005 event be held on Thursday, September 22 instead of Friday, September 23. That way Silicon Valley can have their event on the 23<sup>rd</sup>. The Board agreed. John will work with Charlotte McGarvey to finalize this date.

John reported that Elisa Weiss has agreed to take Charlotte's place co-chairing the Membership Committee.

John also said that at the Day at the Capital event, he has requested that a Membership Chair meeting be held to brainstorm on getting new members for the organization. This meeting will be on May 17<sup>th</sup> from 4:30 to 6:00 p.m.

## **COMMITTEE REPORTS**

### Treasurer's Report:

In Tom Henry's absence, John Nacol reported that we have approximately \$17,000 in the bank. Jackie stated that since our meeting this month is a lunch and that there is no CE, we will lose money today.

### Membership:

Elisa stated that she has about five volunteers for the Membership Committee. She stated that tasks will be divided up so that each member won't feel overwhelmed. She suggested to have a membership drive for agents only. For the agent bringing on the most members, that agent will receive a significant prize.

### Hospitality:

Jackie Spahr asked that the Board approve the move to Foxtail Golf Course as the permanent meeting place for NCAHU. The Board moved and approved the change. Jackie reported that non-members will be paying \$25 for lunch meetings whether there is a CE or not (if there is a CE, the \$25 will cover both lunch and the CE). Jackie reported that the Long Term Care Insurance course will be the day after the Day at the Capital event – May 19<sup>th</sup>.

### Legislation:

Victor McKnight reported that on March 7<sup>th</sup> the bills were read to the Legislation Committee Chairs. CAHU votes on 3/31 as to which bills they will or will not back. Victor stated that with regard to the Nations/Richmond bill, that there is not enough capital to get the bill through. He also reported that CAHU is opposed to this bill unless amended.

Victor presented the Jeff Miles bill. This bill is an individual mandate for health insurance with guarantee issue. He stated that we need more carriers offering coverage in California as well as increased RAF ranges for small groups.

Victor also stated that he will be asking attendees at the meeting today to give their home addresses on the back of their business cards for the Adopt-a-Leg program.

### PAC:

Jim Spahr reported that Tom Henry has given \$10,000 to PAC which brings NCAHU way above any California chapter with regard to percentage of money given per member.

### Foundation:

Norm handed out a document asking that the Board endorse working with hospitals and physicians using the Matrix and the hot line as tools to get them to use NCAHU members as the first referral source for patients when they need health coverage.

### Media:

Jim Johnson stated that he has five volunteers for his Media Committee. He reported that he has invited the media to the June meeting where Neil Crosby, LISI, is speaking.

With there being no further business to discuss, the meeting was adjourned at 11:45 a.m.

Elaine Squires, Secretary

SIGNED:

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John Nacol, President

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Date