

NCAHU Board Meeting Minutes
August 11, 2005

A meeting of the Board of Directors of the North Coast Association of Health Underwriters was held on August 11, 2005, at Foxtail Golf Course in Rohnert Park, California.

Board members present:

Tom Henry, Jim Johnson, Cheryl Lombardi, John Nacol, Doug Roffmann, Theresa Rousset, Jackie Spahr, Jim Spahr, Norman Sheehan, Elaine Squires, Elisa Weiss

Board members Absent:

Deborah Bezona

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 10:15 a.m. with John Nacol, President, presiding.

REVIEW OF MINUTES

Elaine Squires handed out copies of the minutes to the Board. There was one typo. The Board approved the July 14, 2005 minutes with the correction.

PRESIDENT'S REPORT

John reminded the Board to strongly consider going to the Region 8 meeting in Burbank CA on August 19 and 20.

John brought up having a strategic planning meeting sometime at the end of September. This would be a half-day meeting. He stated that he wants the committee chairs to direct this meeting with their ideas. He will find a date and ask a facilitator to join us.

John stated that speakers with possible CEs need to be scheduled out at least two months ahead of time in order to get the CE approved before the membership meetings. Otherwise, we can have meetings where there is no CE, as long as the speaker is informative. He felt that the quality of the speaker is most important – not necessarily whether there is a CE involved. John asked the Board members to look out for good speakers and to bring them to Theresa and his attention.

It was suggested that members be asked to pay for the meal if there is no CE to bring in money. The Board agreed that this would not be necessary.

John also stated that he would like to work with PESC to compile a survey for our members to find out the reasons members may or may not attend our meetings/events.

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With this information, we can plan meetings and events around the answers. The Board agreed that this should happen.

John announced that Mary Landen is interested in being President Elect. John will be taking her to the Regional and CAHU Board meetings to get her acquainted with the system. The Board agreed that Mary would be a great candidate for this position.

Elisa Weiss stated that she will need someone to fill in as Membership Chair, as she is pregnant and will deliver in January.

TREASURER'S REPORT

Tom handed out the Profit and Loss Statement as well as the Balance Sheet to the Board. There is about \$25,380.38 in the account to date. Of course, we haven't paid for the HI2005 expenses yet.

HOSPITALITY

Jackie reported that there are six prospective members coming to today's meeting as well as three guests. There are 48 reservations. Jackie stated that she emailed those people who reserved last month and did not show and then reserved again this month.

PAC

Jim Spahr reported that each Board member will receive a packet with raffle tickets for the Las Vegas condo for a weekend. The tickets are \$50 each. There will be only 100 sold. Jim reminded that all NCAHU members who buy these tickets will need to provide their home zip codes. Jim also stated that we cannot accept cash – credit cards and checks only.

MEMBERSHIP

Elisa reported that we have had eight new full members and eight new associate members this year. There are seven lapsed members. Elisa went through these members to see if the Board had any feedback.

FOUNDATION

Norman stated that he had no report. However, he suggested that NCAHU try to purchase an ad in the senior publications with names of members who work with seniors listed in the ad. Perhaps ask those agents to pay a flat fee to be included. Norm will look into the particulars and report back to the Board at the next meeting.

SPECIAL EVENTS

Doug Roffmann handed out information on the progress of the HI2005 committee as well as the HI2004 and HI2005 Profit and Loss Statement. The progress for this years' event is looking great. Most everything is nailed down. We need to have more attendees sign up, however. Elisa email blasted all members this morning with the information and sign up sheets.

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Doug asked Tom to report on his feelings about purchasing liability insurance for the Wine Social event after HI2005. Tom felt that this wasn't necessary due to the fact that we are paying a corkage fee which would bring us under the hotel's liability insurance.

MEDIA

Jim Johnson reported that the first Media Committee meeting will be held right after the membership meeting today. He will be assigning tasks for each member to help relieve him of some of his Media Chair workload.

CE/EDUCATION

Theresa Rousset stated that she had nothing more to report other than what was discussed for HI2005.

LEGISLATION

Cheryl Lombardi reported on the Monday conference call for all Leg Chairs. She also commented on the "Priced Out" report from Garamendi's office. She stated that Garamendi is against the AHP bill. Cheryl will email the Board the links for this report.

Cheryl reported that Shiela Kuhl's bill is now a two-year bill, but can be a possible ballot issue next year. She also reported that NAHU is standing behind the tax credit initiative for LTCI.

There being no further business to discuss, the meeting was adjourned at 11:40 a.m.

Elaine Squires, Secretary

SIGNED:

John Nacol

Date