

**TEXAS ASSOCIATION OF HEALTH UNDERWRITERS
FULL BOARD MEETING MINUTES**

April 29, 2010

Intercontinental Hotel, Houston, Texas

I. CALL TO ORDER.

President Rusty Rice called the meeting to order at 10:10am.

A. Roll Call.

Executive committee members present: Rusty Rice, President; Ron Buffum, Immediate Past President; Louanne Trebing, President-Elect; Joanna Antongiovanni, First Vice President; Misty Baker, Second Vice President; Kelly Fristoe, Treasurer; Travis Middleton, Secretary.

Staff Present: Laura Firestone, Executive Director; Lee Manross, Lobbyist.

Committee chairs, local chapter presidents and trustees present: Becky Allaire, Mike Avery, Mark Bellman, John Bock, Tonya Booth, Susan Burdette, Cheryl Clark, Nedra Clingan, Tom Cottar, Jennifer Davault, Beverly Davis, Darrel Delgado, Tina Durand, Carolyn Goodwin, Will Haff, Tanya Haught, Mary Lou Hudman, Sandy Johnson, Lonnie Klene, Jack Knight, Linda New, Colleen Pruitt, Mike Rivera, Tamela Southan, John Simmang, Jacqueline St. Hilaire, Stuart Wade, Rob Wendling and Luann Yarberry.

Staff Absent: Shirley Hutzler, Governmental Affairs Consultant.

Committee chairs, local chapter presidents and trustees absent: Elisa Holguin, Lisa Martinez, Mike McLaughlin, Gentry Reisinger, Mike Ryan and Denise Villagran.

Guests Present: David Cheek, DAHU; Joe Stallings, West Texas; Tom Wilson, Texoma; Don Jones, Houston; Alison Burkholder, San Antonio

II. PRESIDENT'S OPENING REMARKS.

Rusty Rice welcomed all board members to the meeting. He congratulated everyone who contributed to the success of the association over the past year. Texas achieved Blue Ribbon status and thanked the people who were instrumental in making that happen.

III. APPROVE MINUTES JANUARY MEETING AND SUBSEQUENT CONFERENCE CALLS.

Motion by Nedra Clingan to accept the January meeting minutes as presented. Second by Stuart Wade. Motion passes. Motion by Kelly Fristoe to accept the February 25 conference call minutes. Second by Darrel Delgado. Motion passes.

Motion by Carolyn Goodwin to accept the March 25 conference call minutes.
Second by Ron Buffum. Motion passes.

IV. REVIEW ACTION ITEM LIST AND TIMELINE.

The action list was reviewed and all open items were completed. The timeline items were on track except a second extension has been filed in order to complete the 990 for the year ended 06/30/09.

V. TREASURER REPORT.

Kelly Fristoe reviewed the financial report as of March 31, 2010. The financial advisor, Jay Moyer, provided a written report on the investment activity during the first quarter of 2010 and the increase was \$6102. Sandy Johnson thought membership revenues seemed low considering the net increase in membership. Laura Firestone reported that the April dues draft was much higher and it should increase by June 30. Motion by Rob Wendling to approve the financial report as of 03/31/10. Second by Mary Lou Hudman. Motion passes.

- A. Technology, Rob Wendling, reported that he has updated the website for award purposes and the NAHU website award was applied for.
- B. Sandy Johnson, SysOp, reported that some words in the subject line have been spammed. Lee Manross discussed the usage of certain discussions as violations against campaign laws. There have been instances where the café has been used to discuss political issues giving the perception of utilizing association resources. Anytime such materials are printed on the website or included in chapter/state communications, you walk a fine line of possibly violating these laws. A full report is in the minute book.
- C. Mark Bellman, Media/PR, reported there have been a lot of media hits due to the good work that EMG has done. They were given direction and a focus by EC members and have exceeded expectations. Ron Buffum participated in a talk show interview on health reform impact on Texas on March 15. On April 28, Rusty Rice interviewed with WOAI on broker commissions and the impact of healthcare reform on the broker. A full list is attached in the minute book.
- D. Nedra Clingan, Marketing Chair, reported that the directory has been completed and mailed out. The loss from production was close to \$1500. Rusty thanked Nedra for all her hard work and efforts.

VI. PRESIDENT'S REPORT.

- A. Care Chair, Denise Villagran, was absent but Rusty Rice reported she continues to notify those in need, etc. She has done a great job this year. Lonnie told the board that one of their chapter members was killed last week in a robbery at his office. TAHU will be reaching out to his family.
- B. Public Outreach Chair, Carolyn Goodwin, reported there are two events scheduled for May 15 in Longview and in Mesquite. We need to keep this project going and see that it continues to flourish.

- C. Rusty Rice has tried to visit as many chapters as possible. During this past quarter, he attended the Panhandle board meeting. He has a healthcare reform presentation that he has done at a couple of chapter meetings. It is not CE certified but it could be. He also attended the CBAHU Education Day on April 16. Travis reminded everyone that to subscribe to NAHU Wire for all the current information that will help members communicate to their clients.

VII. PRESIDENT-ELECT'S REPORT.

- A. Tom Cottar, Convention Chair, thanked all the committee members and board members for their help in promoting this year's convention. It's going to be a great event. A full report is attached in the minute book.
- B. Linda New, Hollis Roberson Committee Chair, reported there is a winner this year and there are still tickets available for the dinner.

VIII. FIRST VICE PRESIDENT'S REPORT.

- A. Joanna Antongiovanni reported on the Senate State Affairs hearings and the TAHU members who participated.
- B. Tamela Southan, Director of Legislative Affairs, reported on the various conference calls and webinars she attended and/or held during the last quarter. She thanked the lege council's hard work in making Legislative Day a success.
- C. Jacqueline St. Hilaire, Director of Federal Legislative Affairs, reported there were 44 appointments set during Capitol Conference and it was a great showing from Texas. She reiterated how important the lege calls are to get the necessary information.
- D. John Simmang, Director of Legislative Activities, reported he also attended the senate affairs hearings and found them to be very informative. He encouraged others to participate and learn so much more information.
- E. Cheryl Clark, Director of Legislative Contacts, distributed her updated key contact list. The ones highlighted in yellow still need contacts assigned. She asked board members to take a look at the report and email her with any changes and additions. She would like everyone to please fill up the list with contacts.
- F. Will Haff, Director of Legislative Fund Raising, reported there will be a PAC raffle for a couple of items at the TAHU booth.
- G. Lee Manross, Lobbyist, discussed the top issues for the 2011 season: redistricting, implementation of Obamacare and the state budget deficit. He also talked about the letter drafted by he and Ron Buffum to Rep John Smithee with regard to Healthy Texas. A full report is attached in the minute book.
- H. Colleen Pruitt, TAHUPAC Chair, reported that PAC contributions are down and we really need everyone to contribute. With the legislative session coming up, those funds will be more important than ever.
- I. Kelly Fristoe, HUPAC Chair, thanked the chapters for making HUPAC a priority at their meetings. HUPAC has over \$1 million now.

IX. SECOND VICE PRESIDENT'S REPORT.

- A. Luann Yarberry, Awards Chair, reported Texas had the highest number of submissions for NAHU awards. Texas has achieved the Blue Ribbon status and this is the first time TAHU has achieved it. She thanked everyone for their hard work in getting the website updated and to apply for the website award. Rusty thanked her for all of her hard work on awards over the past several years.
- B. Jennifer Davault, Education Chair, reported on her communications to the chapters reminding them where the education resources can be found on the website. She is ready to get the speaker bios posted on the website. She is working on finalizing the CE to be given at the San Angelo meeting.
- C. Darrel Delgado, Newsletter Chair, reminded board members to submit their articles and pictures to him as quickly as possible to be included in the summer issue of the TAHUNews. There will be some feature articles in this issue. He will not continue as the TAHUNews chair next year and Danielle Kunkle will be taking his place.
- D. Gentry Reisinger, ENews Chair, was absent and Misty reminded everyone to submit their items for ENews.

X. SECRETARY'S REPORT.

- A. Susan Burdette, Membership Growth, reported on the other two contests for the highest percentage of new members and the best gain. As of today there are 1821 members. With the April new members that haven't all been entered yet, the total is 1855. She thanked everyone for all their hard work this year. A full report is attached in the minute book.
- B. Sandy Johnson, Membership Retention Co-Chair, reported the contest periods have ended. The biggest contest is for the recruiter of the year and the winner receives the \$999 cash or a \$1500 reimbursement for NAHU convention registration and travel. Susan Burdette is the winner of this contest. Louanne Trebing won the triple crown drawing of \$100 for this quarter. A full report is attached in the minute book.
- C. Mike McLaughlin, Chapter Support, was absent and Rusty Rice reported that there will be a meeting on July 15 in San Angelo and there will be three CE presentations given during that day. There need to be 15 members sign up in order to get the chapter started.

XI. IMMEDIATE PAST PRESIDENT'S REPORT.

- A. Carolyn Goodwin thanked the individuals who were very instrumental in getting the CHIP outreach program up and running. TAHU has received a lot of good exposure in this regard.
- B. Mike Rivera confirmed that he will be running for NAHU Region VI VP in an uncontested race.
- C. Colleen reported on the Honorees financial report as of 3/31/10. Only 12 members contribute monthly to the Honorees Corporation. There will be a raffle at the TAHU booth - \$10/ticket or 2 tickets with monthly contribution.

At the end of every breakout session, there will be a drawing. A full report is attached in the minute book.

- D. Ron Buffum reported that the elections were held electronically and voter turnout was very apathetic – only 54 voters turned out. He affirmed and certified the election results: President, Louanne Trebing; President-Elect, Joanna Antongiovanni; First Vice President, Misty Baker; Second Vice President, Kelly Fristoe; Treasurer, Travis Middleton; Secretary, Mark Bellman; Immediate Past President, Rusty Rice.

XII. OLD BUSINESS.

- A. Rusty Rice reported on the NAHU delegates to represent the state at the NAHU convention. Mark Bellman will not be able to attend and Carolyn Goodwin will be the eighth delegate taking his place. He asked for alternate delegates at the state level. We need to check the bylaws as to whether the alternate needs to be a past president. Will Haff volunteered to serve if he is eligible.
- B. Rusty Rice reported on the GRIP chapter challenge winners. ETAHU came in at \$18.75/member and are the winners. He will donate \$100 cash to them.

XIII. NEW BUSINESS.

- A. Mike Smith of The Brokerage is proposing a joint venture with www.statece.com on CE for the small group certification and various medicare and annuity certifications. Rusty will get more specific information from him and report back to the board.
- B. Rusty Rice reported that we have the ability to spam a subject line, word, body of text, etc. It is the EC's responsibility to report the defalcation immediately to Sandy so she can set up the spam. Board members should also communicate such information to the EC.
- C. The D&O policy is up for renewal and we're waiting for a quote from another carrier who says they can save us money. We're waiting for the quote to include all the chapters. Motion by Mike Rivera to go ahead and renew the current policy due to the timing restraints and the fact there is no proposal on the table. Second by Carolyn Goodwin. Motion passes by all board members except for 1 (Kelly Fristoe) and 1 abstention (Jennfier Davault). Laura Firestone will contact the current carrier and let them know she will be sending in the check.
- D. Carolyn Goodwin had prepared a draft of a P&P on the 8 hour small employer benefit certification but the EC recommended it be tabled until the next meeting in order to make some significant changes.
- E. Rusty Rice asked for input on the host city for the 2012 Convention and the board all agreed on looking at Austin, Corpus Christi and Lubbock. Laura Firestone will send out RFPs to hotels in those cities and report back at the next board meeting.

XIV. CHAPTER PRESIDENTS REPORTS.

- A. Austin, Tanya Haught.

- B. Coastal Bend, Tina Durand.
 - C. Dallas, Mike Ryan was absent and David Cheek reported on his behalf.
 - D. East Texas, Beverly Davis.
 - E. El Paso, Elisa Holguin was absent and there was no report.
 - F. Fort Worth, Tonya Booth.
 - G. Heart of Texas, Lisa Martinez, was absent and there was no report.
 - H. Houston, Lonnie Klene.
 - I. Lubbock, Becky Allaire.
 - J. Panhandle, Jack Knight.
 - K. San Antonio, John Bock.
 - L. Texoma, Stuart Wade.
 - M. West Texas, Mike Avery.
- Full reports are attached in the minute book.

XV. NAHU REGION VI VICE PRESIDENT'S REPORT.

Colleen Pruitt reported that this year's NAHU Convention will be an exciting one and the dues increase has been on everyone's agenda.

XVI. 2009-10 STRATEGIC PLANNING GOALS.

Rusty Rice reviewed the 2009-10 strategic planning goal worksheet and made notes on what has been accomplished. The worksheet is attached in the minute book.

XVII. NEXT MEETING DATES.

TAHU Convention – April 29-May 1, 2010, 4pm, Intercontinental Hotel, Houston
TAHU Board Conference Call – May 27, 2010, 9am
TAHU Strategic Planning – June 2010 (Date and Location TBA later)
TAHU Board Conference Call – June 24, 2010, 9am
NAHU Convention – June 27-30, 2010, Hyatt Regency Hotel, Chicago

XVIII. ADJOURNMENT.

Meeting was adjourned at 11:15am.

ACTIONS TAKEN OUTSIDE THE EC AND BOARD MEETINGS IN JANUARY.

None.