

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

January 23, 2013

Sheraton Hotel, Austin, Texas

**I. CALL TO ORDER.**

President-Elect Mark Bellman called the meeting to order at 10:05am.

**A. Roll Call.**

Executive committee members present: Kelly Fristoe, President; Joanna Antongiovanni, Immediate Past President; Mark Bellman, President-Elect; Jacqueline St. Hilaire, First Vice President; Cheryl Clark, Treasurer; Mike Avery, Secretary

Executive committee members absent: Joe Phifer, Second Vice President.

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

Voting committee chairs, local chapter presidents and trustees present: Lynn Alexander, Linda Behrens, Joe Bernal, Alicia Bowers, Ron Buffum, Tom Cottar, Briscoe Dunn, Elsie Gaertner, Tiffany Kaiser, D'Ann Miller, Rusty Rice, Nicole Scott, Craig Splawn, Louanne Trebing, Luann Yarberry.

Non-Voting Committee Chairs Present: Tonya Booth, Marty Budinsky, Tanya Haught.

Voting committee chairs, local chapter presidents and trustees absent: Alison Burkholder, Jimmy Cobb, Shayla Davenport, Brenda Davis, Floyd Petitt, Doris Waller, Richard Walton, Krista Zimpel.

Staff Absent: Shirley Hutzler, Governmental Affairs Consultant.

**II. PRESIDENT'S OPENING REMARKS.**

Mark Bellman welcomed everyone to the meeting and is filling in until Kelly Fristoe returns from the Capitol.

**III. APPROVE MINUTES OCTOBER MEETING AND SUBSEQUENT TELECONFERENCES.**

Motion by Rusty Rice to accept the October board meeting minutes as presented. Second by Cheryl Clark. Motion passes. Motion by Ron Buffum to accept the November teleconference minutes. Second by Luann Yarberry. Motion passes. Motion by Lynn Alexander to accept the December teleconference minutes. Second by Ron Buffum. Motion passes.

**IV. REVIEW ACTION ITEM LIST AND TIMELINE.**

The action list was reviewed and all items were completed except for the development of the SGS promotional material, update of P&P #23 chapter share of convention revenue and development of an anti-bullying P&P. The timeline was reviewed and all is on track except the website material – Schip, matrix, etc. and convention information to potential exhibitors/sponsors and update on website.

## **V. CHAPTER PRESIDENTS REPORTS.**

- A.** Austin, Jimmy Cobb, was absent and Ron Buffum reported on his behalf.
  - B.** Coastal Bend, Elsie Gaertner.
  - C.** Dallas, Doris Waller, was absent and Jacqueline St. Hilaire reported on her behalf.
  - D.** East Texas, Brenda Davis, was absent.
  - E.** El Paso, Joe Bernal.
  - F.** Fort Worth, Tiffany Kaiser.
  - G.** Heart of Texas, Shayla Davenport, was absent.
  - H.** Houston, Craig Splawn.
  - I.** Lubbock, Lynn Alexander.
  - J.** Panhandle, Richard Walton, was absent.
  - K.** San Angelo, Floyd Petitt, was absent.
  - L.** San Antonio, Linda Behrens.
  - M.** Texoma, Krista Zimpel, was absent.
  - N.** West Texas – Mike Avery.
- Full reports are attached in the minute book.

## **VI. PRESIDENT'S REPORT.**

- A.** Kelly Fristoe returned from the Capitol and reported the resolution passed. He traveled to Hamilton Texas to speak to the democratic party on healthcare issues in November 2012. He attended the Dallas AHU luncheon on December 19, 2012 with Janet Trautwein who was their keynote speaker. He also attended the annual meeting with the Texas Public Policy Foundation on January 9-11, 2013 and the keynote speaker was Newt Gingrich. Kelly Fristoe met with Misty Baker, Director of Health Insurance with the Independent Insurance Agents of Texas on January 20, 2013 regarding the navigator bill and their association support behind the initiative on redefining small group. He also met with Bill Hammond with Texas Association of Business on January 23, 2013 regarding the initiative on redefining small group.
- B.** Nicole Scott, Convention Chair, provided a copy of the convention agenda with keynote speakers, Jason Young, Dave Anderson and Don Cooper. A survey will be sent out to the membership regarding the types of CE that people might want to have on Thursday morning, the options being the CDHC, the SGS Designation or an Ethics course. There will be a bundling pricing structure for a one day registration for agencies bringing in more than one attendee. This year, in order to help get the exhibitors to participate in the

general sessions, we plan to make sure we communicate that the exhibit hall is open only certain hours.

- C. Briscoe Dunn, Hollis Roberson Liaison, reported the Hollis Roberson nomination forms are in the board packet. Briscoe needs to have a discussion with the Hollis Committee about having a casino after party instead of dancing with a band at the dinner. Laura Firestone needs to also check with the hotel that there is space for casino setup.

## **VII. TREASURER REPORT.**

Cheryl Clark reviewed the financial report as of December 31, 2012. Motion by Jacqueline St. Hilaire to approve the financial report as of 12/31/12. Second by Rusty Rice. Motion passes.

Cheryl Clark has been looking into CPA firms who can audit and/or review the books of TAHU in accordance with the bylaws. She received one review proposal from a firm in the Dallas area for \$7500 for 1 year and \$5500 for 2 years in addition to Laura Firestone's fees for assisting with gathering records and interview. Motion by Cheryl Clark to hire the CPA firm to review the books as of June 30, 2013 for \$7500. Second by Tom Cottar. Friendly amendment by Rusty Rice to add that up to \$1500 be allotted for Laura Firestone's fees to assist with gathering and interviewing for information. Second by Linda Behrens. Friendly amendment accepted by Cheryl Clark. Motion passes.

Motion by Cheryl Clark to propose to the membership to amend the bylaws to read that the books be audited and/or reviewed every five years instead of every year due to money considerations and continuity of the board composition. Second by Elsie Gaertner. There was discussion about why the timeframe change and whether the CPA firm would be willing to continue services at a lesser rate. Motion passes. Joanna Antongiovanni will prepare the proposed bylaws amendment and have distributed to the membership at least one month prior to the membership meeting May 2 in accordance with the current bylaws.

- A. Awards Chair, Alison Burkholder, was absent and Cheryl reported the award submission deadline is February 15. The awards judging will take place on March 1 in Dallas.
- B. Marketing Chair, Tanya Haught, will be working on the SGS designation marketing material as well as updating the marketing brochure. Today's lunch sponsor is HR&P.

## **VIII. PRESIDENT-ELECT'S REPORT.**

- A. Tom Cottar, Director of Legislative Affairs, reported the Legislative Council has been very busy preparing for the legislative session and Day at the Capitol. Becky Allaire has revised the key contact program. Gary Waldron is coordinating the appointments with legislators at Capitol Conference. He cannot attend but Jacqueline St. Hilaire is attending in his

place. Tom will be preparing the next Postcards From The Ledge which will include instructions in setting appointments.

- B. Lee Manross, Lobbyist, reported on the Senate Committee assignments and summarized some of the important healthcare-related filed bills. He discussed the bill of redefining small group that is backed by TAHU and sponsored by Rep Smithee. The bill hasn't been assigned a number yet.
- C. Marty Budinsky, Director of Legislative Activities, reported the importance of meeting with your legislators. Kelly Fristoe reported that overall feedback from the Day at the Capitol event was positive. Marty will be preparing a summary report on Day at the Capitol for the newsletter.
- D. Ron Buffum, TAHUPAC Chair, reported on the TAHUPAC account financials. The only check that is outstanding as of December 31 is the one issued to J. M. Lozano and Ron will get with Lee Manross to check on why it hasn't yet cleared the bank.

#### **IX. FIRST VICE PRESIDENT'S REPORT.**

- A. Jacqueline St. Hilaire reported that there haven't been any meetings with carriers during the last quarter. There haven't been any problems in the SysOp area.
- B. D'Ann Miller, Professional Development Chair, reported on the chapter education activity during the last quarter. She needs to work on updating the single payor CE which expires March 16. The SGS certificate samples were distributed. Motion by Rusty Rice to go with the color certificate for all current designation holders at an initial cost of \$200 for the printing of 500 blank certificates. Second by Tom Cottar. All voting board members voted for the motion except Luann Yarberry, Nicole Scott, Linda Behrens, Alicia Bowers and Tiffany Kaiser who opposed it and Mark Bellman abstained from the vote. Motion passes. Jacqueline and D'Ann will take care of the development and administration of the certificates. A full report is in the minute book.

#### **X. SECOND VICE PRESIDENT'S REPORT.**

- A. Luann Yarberry, Media/PR Chair, will be reaching out to the Chapter Presidents regarding media contacts. She met with Tim Conger with Bravarro regarding developing an OpEd piece.
- B. The Newsletter Chair position is still vacant and Joe Phifer has been doing a great job of getting each issue done. The deadline to submit for the Spring issue is January 30.
- C. Kelly Fristoe reported that Becky Allaire, ENews Chair, has been doing a great job.
- D. Kelly Fristoe reported that Chad Burnett, Technology Chair, has received three bids to update the website. Another company has also come forward and we will be looking at them in the next week and we should be able to present the options and pricing on the February conference call.

## **XI. SECRETARY'S REPORT.**

- A. Alicia Bowers, Membership Chair, reported on the triple crown winners to date as well as the recruiters of the year. Joanna Antongiovanni is in third place in the nation. On January 15 there was a membership webinar training led by Jennifer Toups with 13 attendees. The Region 6 promotion expires at the end of January. She encouraged board members to continue to contact members before they lapse and help continue the relationship. We need 104 members to get to 1800 members.
- B. Tonya Booth reported that she, Ron Buffum and Rusty Rice visited the El Paso chapter in December. Ron Buffum will be going back next week. A survey will be going out to all the chapter presidents and immediate past presidents requesting information on how TAHU can assist them with managing and growing their chapters.

## **XII. IMMEDIATE PAST PRESIDENT'S REPORT.**

- A. Joanna Antongiovanni reported on her activities over the last quarter: On August 28, 2012 she presented to the CFMA Luncheon, "The Affordable Care Act: The Supreme Court Decision and What Comes Next"; October 11, 2012 she presented to the San Antonio Residential Care Homes, "The Affordable Care Act: The Supreme Court Decision and What Comes Next", November 1, 2012, she presented to Travis Wolff and Merrill Lynch customers "The Affordable Care Act: The Supreme Court Decision and What Comes Next" and on December 5, 2012 she presented to the Texas Charter School Association, "The Affordable Care Act: The Supreme Court Decision and What Comes Next".
- B. Ron Buffum, Trustee, will be going to El Paso in February to assist with chapter initiatives and present a CE course.
- C. Louanne Trebing, Trustee, has been working on the silver seal certifications up for renewal. Many of the small chapter cannot locate their tax exemption letters and work needs to be done to get those and have TAHU maintain copies on the website.
- D. Rusty Rice, Trustee and TAHU Honorees President, had no report.

## **XIII. OLD BUSINESS.**

- A. Ron needs to get input from EC members on P&P #23 regarding Convention Chapter Share and can present a draft to the board for review. He is also working on the anti-bullying P&P to be presented at the next board meeting.

## **XIV. NEW BUSINESS.**

- A. Joanna Antongiovanni reported that Mary Lou Hudman and Ron Buffum will be coming off the Honorees board as of July 1 and nominations are needed. It's a three year commitment. She will work to find candidates for their replacement.

- B. The TAHU 2013-14 officer nominations are due in on February 1. Laura Firestone will send out another reminder email to the membership this week.
- C. The contract for Bravarro LLC renews July 1 and Laura Firestone will reach out to him for a proposed contract renewal. The contract for Sail House Publishing also renews July 1 and Laura Firestone will also reach out to her. Shirley Hutzler's contract also renews July 1 and Kelly Fristoe will reach out to her.
- D. Motion by Rusty Rice to send the current Executive Committee members, the incoming Secretary and the Executive Director to the NAHU 2013 Convention in Atlanta and they will be reimbursed within current budgeted amounts. Second by Ron Buffum. Motion passes.

**XV. NAHU REGION VI VICE PRESIDENT'S REPORT.**

Rusty Rice reported that Janet Trautwein has a meeting with HHS today to make sure certified individuals are helping the consumer within the exchanges, which would include the agent. Registrations for Capitol Conference have already exceeded last year's event registrations. The conference will have a lot of great and timely speakers. Rusty also reported that membership has been declining and for every 3 new members that are coming in, two are lapsing. It is so important that members help to turn those lapsing members around.

**XVI. 2012-13 STRATEGIC PLANNING GOALS.**

Kelly Fristoe reminded everyone to continue to review their strategic goals and develop a plan to make time to help us finish strong this year and meet those goals. He also reminded board members of travel reimbursement for those voting board members who stay for the entire meeting. Watch for the regular reminder email from Laura Firestone.

**XVII. NEXT MEETING DATES.**

February 21, 2013 – Board Teleconference, 9am  
February 25-27, 2013 – NAHU Capitol Conference, Hyatt Regency, DC  
March 28, 2013 - Board Teleconference, 9am  
April 25, 2013 - Board Teleconference, 9am  
May 1-3, 2013 – TAHU Board Meetings and Convention, Hilton Downtown, Fort Worth, TX  
June 20, 2013 - Board Teleconference, 9am  
June 23-26, 2013 – NAHU Convention, Hyatt Regency, Atlanta, GA

**XVIII. ADJOURNMENT.**

Meeting was adjourned at 2:00 pm.

**ACTIONS TAKEN OUTSIDE THE EC AND BOARD MEETINGS IN OCTOBER.**

None.