

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

May 4, 2016

Sheraton Dallas Hotel

Dallas, Texas

I. CALL TO ORDER.

President Joe Phifer called the meeting to order at 1:20pm.

A. Roll Call.

Executive committee members present: Joe Phifer, President; Cheryl Clark, President-Elect; Mike Avery, First-Vice President; Nicole Scott, Second Vice-President; Tonya Booth, Treasurer; Toby Meason, Secretary; Jacqueline St. Hilaire, Immediate Past President.

Staff Present: Kellie Merritt, Executive Director

Voting committee chairs, local chapter presidents and trustees present: Joanna Antongiovanni, Mark Bellman, Linda Behrens, Alicia Bowers, Cherrie Bradberry, Wendy Vanderwater Bratteli, Bobby Clark (representing Lubbock), Nedra Clingan, Kelly Fristoe, Polly Harris, Rachel Horton, Pete Jaramillo, Michael Ledgerwood, Donna McCright, Krista Palmer, Melissa Perryman, Amanda Potter, Rusty Rice, Mike Rivera, Judith Robinson, Jackie Spragins, Beverly Stiba, Audra Sullivan, Jessica Watts, Bob Whitt,

Non-Voting Committee Chairs and other Members Present: Carolyn Goodwin, Kevin Jaques, Jennifer Kupper, Linda New, Angela Theesfeld, Denise Villagran

Voting committee chairs, local chapter presidents and trustees absent: Mike Gwin, Julie Hulsey, Don McCormick, Mindy Seahorn

II. PRESIDENT'S OPENING REMARKS.

Joe Phifer welcomed everyone and thanked them for their service during this board year.

Convention is going to be great. Wednesday nights event is sold out, there are 100 people registered for the Hollis, 180 agent attendees registered and total attendance including exhibitors and sponsors is close to 300.

III. APPROVE MINUTES FEBRUARY MEETING AND SUBSEQUENT TELECONFERENCES.

Minutes from the February meeting were approved on the March 22, 2016 conference call.

Motion by Rachel Horton to accept the March 22, 2016 teleconference meeting minutes as presented. Second by Tonya Booth. Motion passes.

IV. REVIEW ACTION/MOTION ITEM LIST AND TIMELINE.

The timeline was reviewed and the following items are outstanding: Chapters to submit board rosters for upcoming fiscal year; membership directory to be completed after convention.

V. OLD BUSINESS.

N/A

VI. NEW BUSINESS.

- A. Joe Phifer stated he received good feedback from the conference call regarding a potential Affinity Partner, GetPayroll. After much discussion it was decided that a committee should be formed to look into NAHU's programs and establish guidelines to be used when selecting a potential partner.
- B. 2018 Convention – Nicole Scott stated that the last few years we have rotated between San Antonio, Houston and Dallas. These cities seem to generate the most attendance and profits. 2018 will be TAHU's 30th convention. Bob Whitt asked that Austin be considered. In the event Austin does not work, San Antonio will be the backup city.

VII. PRESIDENT'S REPORT.

Joe Phifer reported he has not traveled to any chapters during the last quarter. He will be visiting Austin next month.

VIII. SECRETARY'S REPORT.

- A. Membership Growth – Alicia Bowers provided a detailed report which is attached to the minutes. Alicia asked Chapter Presidents to email the names of the incoming membership and retention chairs. Alicia reminded everyone to promote bank draft when signing up new members, it has the highest retention of any method of payment.
- B. Membership Retention – Linda Behrens provided a detailed report which is attached to the minutes. NAHU is currently having a membership contest to promote paying dues by credit card/bank draft, the winner will be announced at the NAHU Convention. Texas is 4th nationally in retention; we are currently at 82.57% and our goal for this year is 85.5%.
- C. Awards – Jackie Spragins reported that the awards have been submitted to NAHU. She reminded everyone that now is the time to start documentation for next year's submissions to TAHU and NAHU. There will be some changes to help simplify some of the award categories.

IX. TREASURER'S REPORT.

- A. Financial reports were provided as of 3-31-16. Motion by Cherrie Bradberry to approve the reports as submitted. Second by Jacqueline St. Hilaire. Motion passes.

B. Director of Federal Affairs – Rusty Rice provided a detailed report which is attached to the minutes.

Items to note:

The House approved S.2512, a bill that would add the Zika virus to a list of diseases that qualifies for a “priority review” voucher from the FDA and provide financial incentives to companies developing treatments for the virus. President Obama is expected to sign the bill.

The House had advanced S.483, a bill that would help combat our country’s growing drug overdose epidemic by increasing collaboration between the DEA and those that distribute medication.

HHS issued a report showing that compared with 2015, 2016 premiums rose an average of \$4 a month, or 4 percent, to \$106 a month for the majority of ACA customers who receive subsidies.

Rusty reported he has visited several chapters and presented CE and has several more lined up in the next month.

C. Director of Legislative Affairs – Jessica Watts – provided a detailed report of activities over the last quarter. The National Legislative Council had a meeting on May 3rd, please refer to the attached report for detailed information.

Upcoming Compliance Webinars:

May 12th – “The unintended Consequences of Health Care Reform: How Changes in Coverage May Affect Patients’ Pocketbooks.

June 9th – Health & Welfare 101 Form 550 filing.

D. Director of Legislative Fundraising – Wendy Vanderwater Bratteli provided a detailed report which is attached to the minutes. Several raffles will take place at convention to thank existing members who already donate to the PAC and for any new members who sign up. Will encourage people to get set up on bank draft. Letters to past contributors are ready to be mailed. Will continue to work on past contributors. Plan to promote the TAHUPAC.org website.

E. Lobbyist – Lee Manross – unable to attend due to meetings in Austin. Jessica Watts provided a detailed report which is attached to the minutes.

X. PRESIDENT ELECT.

Cheryl Clark thanked the convention committee for all their hard work putting the convention together. There are 9 CE sessions available on Thursday morning and the general session speakers are sure to be a hit. Please visit with the exhibitors and sponsors who help to make this event a success.

XI. FIRST VICE PRESIDENT’S REPORT.

A. Professional Development – Audra Sullivan – provided a written report which is attached to the minutes. Working to update the SGS list so chapters can be notified of who needs to take the SGS Re-Certification course. The Ethics course is in the process of being updated. Audra will attend the NAHU Convention.

B. Chapter Support – Denise Villagran – A detailed report was provided and is attached to the minutes. Items to note, South Texas held an education day which was very successful. They are also planning a membership recruitment meeting.

Efforts are underway to develop a CE roadshow for Chapters that would like to kick start a membership drive or encourage attendance from members who have not been involved; working to schedule visits to San Angelo, West Texas and Heart of Texas.

XII. SECOND VICE PRESIDENT'S REPORT.

Nicole Scott reminded board members to submit your articles for the upcoming TAHU News.

A. Media/PR – Melissa Perryman – February/March - Lee Manross wrote an article with the help of Kelly Loussedes of NAHU, Texas Agents Welcome News About ACA Eligibility Standards. Currently working on an article with regards to Insurance companies not participating in future exchange plans. Continuing to follow the timeline identified by EMG.

B. TAHU eNews – Nicole Scott reported Greg and Melaney White have done a great job with the eNews.

C. Technology – Nicole Scott reported the website continues to be updated.

XIII. IMMEDIATE PAST PRESIDENT'S REPORT.

A. Trustee reports – Jacqueline St. Hilaire reported that Joanna Antongiovanni will complete her term as trustee at the end of this board year.

Kelly Fristoe was interviewed on May 3, by Frank Klimko, Associate Editor of Best Week Magazine, on what we expect to happen on rate increases next year. Kelly also commended Joe Phifer on his outstanding leadership to the 2015 – 2016 board.

B. Honorees Report – Jacqueline St. Hilaire encouraged everyone to stop by Honorees Corporation booth during convention, auction items have been donated by many of the chapters. Nedra Clingan would like to see the more promotion of the scholarship programs.

XIV. NAHU REGION VI VICE PRESIDENT'S REPORT.

Kelly Fristoe stated the race for NAHU Secretary will be a contested race between Michael Stephens and Dane Rianhard, both from Region VI. A conference call will be scheduled for the state delegates to help educate each one about the candidate's platforms and what they stand for.

The Region VI meeting will be held August 1-2 in Chicago. Kelly encouraged the chapter presidents to include funds in your budgets to help your members attend this meeting.

XV. CHAPTER PRESIDENTS REPORTS.

A. Austin - Bob Whitt – a report was provided and is attached to the minutes. Membership retention continues to be a problem. Annual golf tournament is scheduled for May 16.

B. Coastal Bend – Polly Harris – a report was provided and is attached to the minutes. Day of education was held on April 22nd and was a huge success; reached Gold Seal Certification; thanked Carolyn Goodwin for providing CE for the last two months.

- C.** Dallas – Donna McCright – a report was provided and is attached to the minutes. Membership retention continues to be a struggle; working to increase social media awareness; strong incoming board for 2016 – 2017.
- D.** East Texas – Judith Robinson – excited to have new younger members getting involved, as well as account managers from the larger agencies. Having a diverse group of speakers has increased attendance at monthly meetings.
- E.** El Paso – Don McCormick – N/A
- F.** Fort Worth – Krista Palmer – golf tournament was a big success; the SGS Re-Certification course was held in April; June 13th is the annual awards meeting along with the installation of officers for 2016 – 2017.
- G.** Heart of Texas - Beverly Stiba – thanked Rusty Rice for presenting CE in April, 15 members attend; gained one new member in March; 3 members will be attending the NAHU convention.
- H.** Houston – Michael Ledgerwood – a report was provided and is attached to the minutes. April was a tough month in Houston due to flooding; golf tournament is scheduled for May 25; The Young Professionals group has been a great success. Feel free to contact Mike if you would like more information.
- I.** Lubbock – reported by Bobby Clark – held an education day; golf tournament is scheduled for June 13 and has already raised \$54,000, goal is \$100,000. The recipient is a family in the Lubbock area who had a child that suffered a very tragic accident.
- J.** Panhandle – Julie Hulsey – N/A
- K.** San Angelo – Mindy Seahorn – N/A
- L.** San Antonio – Nedra Clingan – a report was provided and is attached to the minutes. 2015 – 2016 has been a very successful year; 1255 hours of CE, Media had 55 community calendar postings, 30 primetime media ads, 10,000 Internet Banner Ads, 1 on-air radio mention, 15 print interviews in publications like San Antonio Express News and USA Today. Donated \$9,000 to help a non-profit rehab a building. Legislative committee and membership committee worked extra hard. Increased social media presence on both LinkedIn and Facebook.
- M.** South Texas – Pete Jaramillo – a report was provided and is attached to the minutes. Held a day of education which was a big success, thanked Rusty Rice, Carolyn Goodwin and Denise Villagran for their support. Pete extended his appreciation for those who have helped to get the chapter up and running.
- N.** Texoma – Cherrie Bradberry – a report was provided and is attached to the minutes. April's meeting had 20 members attend with Don Cooper as the speaker. In June we will be collecting supplies and donations for the Rathgeber House. June 1st will broadcast the live webinar from NAHU with Janet Trautwein. June 2nd is the annual awards and installation of officers dinner.
- O.** West Texas – Amanda McCann Potter – a report was provided and is attached to the minutes. Held a meeting in April and 11 members attended; continuing to struggle with bringing in new members.

XVI. NEXT MEETING DATES.

June 21, 2016 – Board Conference Call, 9am

June 26 – 29, 2016 – NAHU Convention, Albuquerque, NM

July 21 – 22, 2016 – EC/Strategic Planning/Board Meeting, Dallas, Texas

XIII. ADJOURNMENT.

Meeting was adjourned at 5:15pm.

**ACTIONS TAKEN OUTSIDE THE EC AND BOARD MEETINGS IN MAY AND
CONFERENCE CALLS IN JUNE.** None.