

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

October 21, 2016

Dallas/Addison Marriott Quorum

Dallas, Texas

I. CALL TO ORDER.

President Cheryl Clark called the meeting to order at 9:00am.

A. Roll Call.

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

Staff Present: Kellie Merritt, Executive Director; Lee Manross, Lobbyist

Voting committee chairs, local chapter presidents and trustees present: Linda Behrens, Mark Bellman, Alicia Bowers, Cherrie Bradberry, Connie Carter, Bobby Clark (representing Lubbock), Nedra Clingan, John Debler, Kelly Fristoe, Crystal Hoffman, Julie Hulsey, Kevin Jaques, Pete Jaramillo, Derella Ann Miller, Todd Morrow, Ed Oleksiak, Krista Palmer, Melissa Perryman, Amanda Potter, Rusty Rice, Jacqueline St. Hilaire, Mike Smith, Jennifer Stanley, Clifton Stubbs, Angela Theesfeld, Jessica Watts

Non-Voting Committee Chairs and other Members Present: Denise Villagran

Voting committee chairs, local chapter presidents and trustees absent: Jose Acuna, Mindy Seahorn, Beverly Stiba

II. PRESIDENT'S OPENING REMARKS.

Cheryl Clark welcomed everyone to the meeting. Kellie Merritt read aloud the Antitrust Statement.

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

Motion by Kelly Fristoe to accept the June 21, 2016 teleconference meeting minutes as presented. Second by Mike Avery. Motion passes.

Motion by Nicole Scott to accept the July 21, 2016 Strategic Planning meeting minutes as presented. Second by Mike Avery. Motion passes.

Motion by Kelly Fristoe to strike the motion made by Bobby Clark from the July 22, 2016 minutes. Second by Mark Bellman. Motion passes. Rusty Rice opposed the motion.

Motion by Kelly Fristoe to strike the motion made by Bobby Clark from the September 20, 2016 minutes. Second by Mark Bellman. Motion passes.

Motion by Nicole Scott to correct the September 20, 2016 minutes to reflect Melissa Perryman as attending the teleconference call. Second by Audra Sullivan. Motion passes.

IV. REVIEW ACTION/MOTION ITEM LIST AND TIMELINE.

The action list was reviewed and the status is as follows: Kellie Merritt, Executive Director will begin the RFP process for the 2018 convention which will be held in San Antonio.

Everything is on track with the timeline except for location of 2018 convention; mailing of GRIP contribution notices to previous contributors - in process; Gold Seal Certification - in process.

V. OLD BUSINESS.

A. Government Affairs Contract – Joe Phifer provided a copy of the proposed contract between Lee Manross and the Texas Association of Health Underwriters. Joe stated the Executive Committee reviewed the contract by line and recommend the following change: Item I. Services, #4, replace “as directed by the Legislative Council” to “as directed by the TAHU Board”. The other changes to be made are grammatical as noted on the handout.

Motion by Jacqueline St. Hilaire to accept the changes as noted on the handout. Second by Julie Hulsey. After much discussion a call for the vote was made. Motion passes. Rusty Rice opposed the motion.

Cheryl Clark will make the changes to the contract and forward to Lee Manross for his review.

VI. PRESIDENT’S REPORT.

Cheryl Clark stated she has traveled to El Paso and installed their officers. She also installed the Lubbock officers.

VII. TREASURER’S REPORT.

Motion by Jacqueline St. Hilaire to approve the financial report as of September 30, 2016. Second by D’Ann Miller. Motion passes.

Toby Meason reported Todd Morrow and Michael Ledgerwood are working on a legislative fundraising for challenge for chapters.

A. Jessica Watts, Director of Legislative Affairs – written report provided and is attached to the minutes. Legislative conference calls are open to all association members and are held on the third Wednesday of each month at 8:30am. Handout provided detailed updates on the Spousal glitch initiative; Self-Insured CE specialty certification initiative; 1332 waiver request; Payment of Subsidies. Three new positions (non-voting) have been added to the Leg committee. The new positions will focus on the senior market, the individual market and constituent relations position. Melissa Perryman has agreed to be the liaison from the Media committee for the constituent relations position.

- B. Director of Federal Affairs, Rusty Rice. A written report was provided and is attached to the minutes. Early voting begins October 24th. Both chambers are on a six-week recess and will return the week of November 14. Pressing issues are more funding for Zika Virus studies; prescription drug pricing; reauthorization of the CHIP program.
NAHU has completed the Medicare Certification Program, this is going to be a huge revenue stream for chapters.
Chances are good the Single Payer system in Colorado will be defeated, not sure what the outcome will be in New York.
Be on the lookout for a different look to the HIU Magazine, focus will continue on the Medicare side as well as on the group market.
- C. Director of Legislative Activities, Jennifer Stanley. Day at the Capitol is scheduled for January 17, 2017 and registration is live on the TAHU website. The agenda should be finalized soon.
- D. Director of Legislative Fund Raising, Toby Meason reported a total of \$5,664 has been donated by Chapters since July 1st. Toby complimented Todd Morrow and Michael Ledgerwood on their fundraising efforts.
- E. TAHUPAC Committee. Toby Meason stated the goal for the 2016 – 2017 year is \$31,000. Toby asked chapter presidents to really encourage your members to consider donating to the PAC.
- F. Lobbyist, Lee Manross. A written report was provided and is attached to the minutes. The 85th Legislature opens January 10, 2017. Lee reported the top legislative issues will include budget, the bathroom bill, school choice and property taxes.

VIII. PRESIDENT-ELECT'S REPORT.

- A. Convention 2017, Crystal Hoffman. A marketing video had been developed and will be sent to each chapter for use to promote the convention. The Wednesday night has been decided, most of the CE speakers are in place. Still looking for keynote speakers. Mike Rivera has agreed to be the Emcee for the event.
- B. Hollis Roberson Liaison, Mike Smith. The cost to attend the Hollis Roberson Award Dinner will be included in the cost to attend the convention. Entertainment will be provided by the Southern Couch Band, Ft. Worth member Clifton Stubbs is a member of the band. Nomination forms for the Hollis Roberson Award will be sent out in December, the deadline for nominations will be in February.

IX. FIRST VICE PRESIDENT'S REPORT.

- A. Professional Development, Nedra Clingan. A written report was provided and is attached to the minutes. Conference calls are held on the 4th Wednesday of each month. An SGS audit is currently being worked on. A total of 841 hours of CE has been presented throughout the state.

B. Chapter Support, Denise Villagran. A written report was provided and is attached to the minutes. South Texas continues to recruit new members and is doing a great job keeping the momentum going. Heart of Texas and West Texas do not have newsletter chairs. Denise has asked neighboring AHU Chapters to include these members in their newsletter distribution. A marketing plan will include a postcard mail piece to licensed agents, agencies and independents in the surrounding communities of Waco, Midland and Odessa. Hopes to accomplish this after 4th quarter is over.

C. Care Chair, Mary Lou Hudman. Nicole Scott reminded everyone to send requests for sympathy cards, birth announcements, etc. to carechair@tahu.org

D. Sysop, Sandy Johnson. Nicole Scott reminded everyone if your email address changes, please notify Sandy so the email distribution lists can be kept up to date.

E. Marketing, Melissa Lopez. Nicole Scott reported Melissa will be working closely with the committee for Day at the Capitol and Convention on marketing pieces.

X. SECOND VICE PRESIDENT'S REPORT.

A. Media/PR, Melissa Perryman, will be working as the liaison between Media and the Leg team. Participated in a conference call on September 1st with the Chapter Presidents. September 23rd press release "Expanding Health Insurance Access High on Agents Legislative Agenda".

B. TAHU eNews, Greg White, Tonya Booth reminded Chapter Presidents to send information on your monthly meetings to enews@tahu.org.

C. Technology, Tonya reminded the board she is looking for someone to fill this position as well as the editor for the TAHU News magazine.

XI. SECRETARY'S REPORT:

A. Membership Growth, Alicia Bowers. A detailed report was provided and is attached to the minutes. Membership is currently at 1621. Chapters are encouraged to implement their own membership contests. A TAHU Membership/Retention BINGO Contest will be launched in the next couple weeks. NAHU will be rolling out a bank draft promotion contest.

B. Membership Retention, Linda Behrens. Retention is at 79.73%.

C. Awards, Krista Palmer. A written report was provided and is attached to the minutes. The Awards Guidebook and applications are posted on the TAHU website. A conference call was held October 14th with Awards Chairs, only one chapter participated. Will work to get another call scheduled soon.

XII. IMMEDIATE PAST PRESIDENT'S REPORT.

A. Trustee reports – none.

B. ByLaws & P&P's – Joe Phiher is working on the Café P&P. No other P&P's are currently up for review.

C. LPRT/Blue Ribbon – Kelly Fristoe stated NAHU is in the process of revamping the requirements.

XIII. CHAPTER PRESIDENTS REPORTS.

- A.** Austin – Kevin Jaques, a report was provided and is attached to the minutes. Austin has secured a new venue for monthly luncheons; looking to find a replacement for the Professional Development chair; cutbacks had to be made to get the budget balanced.
- B.** Coastal Bend – John Debler – a report was provided and is attached to the minutes. Strategic planning meeting was held July 29; monthly meetings are well attended; Sales Symposium was held October 7 with approximately 45 members attending, offered 6 hours of CE.
- C.** Dallas – Ed Oleksiak – Held a very successful golf tournament; will be hosting a Happy Hour/Mentoring program monthly; luncheon attendance is down; working on creating an investment policy for surplus funds.
- D.** East Texas – Derella Ann Miller – a written report was provided and is attached to the minutes. The 5 hour SGS recertification course was held in July; September featured a 4-hour Client Event/ Education Day; CE is scheduled for the October and November luncheons; Chapter is Gold Certified.
- E.** El Paso – Jose Acuna – N/A
- F.** Fort Worth – Clifton Stubbs – Strategic Planning meeting is complete; budget is approved; 166 members, averaging 30 attendees at luncheons; held a senior sales symposium; November will feature a Legislative Day with Jessica Watts; December will feature a coat drive for the homeless.
- G.** Heart of Texas – N/A.
- H.** Houston – Connie Carter – a written report was provided and is attached to the minutes. 6 board members attended the Region VI meeting in Chicago; annual symposium was held in September; will hold a Holiday Bash in December benefiting Toys for Tots; golf tournament is scheduled for May 2017.
- I.** Lubbock – Cheryl Clark reported longtime member George Keeling passed away unexpectedly; a donation was made to the Susan G Komen foundation.
- J.** Panhandle – Julie Hulsey – a written report was provided and is attached to the minutes. CE was offered at the September and October meetings; December will feature a Legislative meeting with local legislators including John Smithee, Four Price and Kel Seliger along with Lee Manross; Education Symposium is scheduled for April 20th.
- K.** San Angelo – Mindy Seahorn – N/A
- L.** San Antonio – Angela Theesfeld – a written report was provided and is attached to the minutes. Annual Boot Camp was held on August 25, 46 participants attended, 6 hours of CE were offered; September featured Adam Brackmeyer's CE on Stop Loss; several members have been quoted by the San Antonio Express News or on KSAT & KENS5, this also led to 2 members being interviewed for a USA Today article; will be running an Open Enrollment commercial on KSAT beginning November 1 through December 1st.

- M.** South Texas – Pete Jaramillo – a report was provided and is attached to the minutes. Sales symposium was held in September, offered 7 hours of CE, 25 attended, 13 sponsors, silent auction & raffle raised \$8,500 of which 50% was donated to Blessings From Friends, a non-profit organization that helps at risk and abused children. No meetings will be held during 4th quarter.
- N.** Texoma – Cherrie Bradberry – held a meeting in September on Medicare; October's meeting will be held at a local hospital; members will be there to help answer questions; membership is currently at 28 with 20 actively participating.
- O.** West Texas – Amanda McCann Potter – a written report was provided and is attached to the minutes. The August meeting was a great success, raised a couple thousand dollars for the new Chris Davidson Opportunity Park; investigating a way to hold a virtual meeting.

XIV. NEXT MEETING DATES.

November 15, 2016 – Board Conference Call, 9am

December 13, 2016 – Board Conference Call, 9am

January 16, 2017 – Executive Committee Meeting – time TBD

Strategic Planning Meeting – time TBD

January 17, 2017 – Day at the Capitol, Austin, Texas

January 18, 2017 – Chapter President's Meeting - 8:00am

Full Board Meeting – 9:00am – 4:00pm

XV. ADJOURNMENT.

Meeting was adjourned at 2:30pm.

ACTIONS TAKEN OUTSIDE THE EC AND BOARD MEETINGS IN JULY AND CONFERENCE CALLS IN AUGUST AND SEPTEMBER. None.