

**Coastal Association of Health Underwriters
Minutes of the Board of Directors Meeting
October 27, 2011**

President Adam Leggette called the meeting to order at 10:30

Purpose of meeting: Regular Board Meeting

Attending: Adam Leggette, Ronald Sheffield, Carrie Lacayo, Rick Ketchum, Ray Custer, Darlene Smith, Mike Smith, Jim Warren, Dennis Stokley, TJ Soffera

Presidents Report- Adam Leggette- Adam made motion to approve last month's minutes and TJ second the motion. Adam spoke with Rob McIver about setting up a spot to hold the DOI meeting. We will partner with the WAIFA and IIANC to have a meet & greet with Wayne Goodwin. Hughes Waren will be installing all BOD members during the member meeting.

Treasurers Report----- Account balance is \$4,400. We did receive the \$1,000 sponsorship from Oak Ridge Bank.

Legislative Chair- No report

Membership and Retention- CAHU will be holding a membership drive, time of the meeting is TBD. Adam will be having a conference call with the State about their membership drive and we will mirror their thoughts.

Education and Programs—Chris Dean for the SCORE group will be the speaker for our Oct. member meeting. Ronald found a speaker for our Nov. meeting- Tom Malinich is the President of Medical Simplicity. This is a general medical clinic and urgent care that does not eliminate the need for insurance, but returns the insurance concept to catastrophic events. The BOD discussed having a meeting about broker fees for handling small groups.

NCPAC/HUPAC - - Raffle tickets were sold during the CAHU meeting for \$5. CAHU will donate to HUPAC at the end of the year. Liz Gallops (HUPAC) and Jim Deese will be coming this year to a meeting to discuss the importance of HUPAC. The State is holding a raffle for a \$4000 vacation voucher and tickets are \$10 a piece. Each local chapter will be helping to sell these tickets. Adam gave each BOD member 10 tickets to sell. He would like to have the tickets back by Dec. 7th for the Dec. 15th drawing.

Media---Dennis- The awards CAHU won at the National Conference were never published in the newspaper. All BOD members are to send at least one letter to the editor. TJ will be sending an email out to remind members to send letters to the editor and how to get the letters.

Public Service— Golf tournament is on its way to being a success with 16 teams. Need all information in by Friday 10/28 to get printed in the directory. We have decided that Billy's Bar-B-Q will be catering the dinner.

Communications---Darlene will need logos of all sponsors for the golf tournament pamphlet. All information for the newsletters is due by the 10th of each month. We welcome all members to share their ideas and add information to the newsletter. Jim will be adding a legislative section and I will be adding a fun recipe each month. We will also start a Member Spotlight entry, selecting one lucky member each month to have their picture in our newsletter.

NAAG—Put together new member packets. We will give new member orientation after every regular CAHU meeting.

Old Business: CAHU raised \$525 for the Heart Walk this year.

New Business: TJ is heading the Christmas Party committee. We need prizes to auction off for the silent auction. Adam mentioned having the party at The Brewery downtown.

Meeting adjourned 11:35

Submitted by Carrie Lacayo