

**Coastal Association of Health Underwriters
Minutes of the Board of Directors Meeting
November 17, 2011**

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

Purpose of meeting: Regular Board Meeting

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

Presidents Report- Adam Leggette- Ronald made motion to approve last month's minutes and Jim second the motion. The DOI meeting will be held at The Brewery from 4:00-6:00 on January 26th. We will partner with the WAIFA and IIANC to have a meet & greet with Wayne Goodwin.

Treasurers Report----- Account balance is \$5736.16.

Legislative Chair- No report

Membership and Retention- Retention- 14 members on the lapse list and 7 have been contacted. Total membership is in low 90's.

Education and Programs— 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. Mike confirmed the Jan-April speakers. Scott Stamps with First Federal will be sponsoring our Feb. meeting.

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 in April to a meeting to discuss the importance of HUPAC.

Media---Dennis- The BOD was established in the Star News. We need to get the Website and Pacesetter awards in the paper.

Public Service— Check given to the Yahweh Center to be pictured.

Communications---No report

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

Old Business: Newsletter info in by 5th of the month. Golf committee will be holding meeting in Dec. to discuss the upcoming event.

New Business: Membership-contact Mark Waugh for ideas. Christmas Party, Dec. 1st from 6:00-8:00 at Front St. Brewery. Bring Silent Auction item and the State raffle tickets. Voted that the Christmas party be "Dutch". Mike motioned and Dennis 2nd. CAP Conference- cover registration cost for Larry Wolfe. Dennis motioned and Mike 2nd.

Meeting adjourned 11:35

Submitted by Carrie Lacayo