

Coastal Association of Health Underwriters

Strategic Planning Meeting Minutes

8/23/2012

Attendees: Adam Legette, Dennis Stokely, Mark Waugh, TJ Soffera, Jim Warren

President Adam Legette calls the meeting to order at 2:03 pm

Sponsorships – Adam suggests that we have sponsorship amounts of \$500/ \$750/ \$1000. Mark suggests \$300/ \$600/ \$900 levels. The only sponsor that has given \$1000 in past years is Oak Ridge Bank. This year Nick and Connette will be in charge of getting sponsors for the meetings. This is all we will ask them to do this year.

Treasures Report – Bank account has \$6840.39 YTD. We should look into a quickbooks online account to help manage accounting.

NCPAC/ HUPAC – Each board member is charged with figuring out what we can do to increase HUPAC/ NCPAC contributions. We are the lowest in the state. Mark will compare this year to two years ago to see the discrepancies and call the non contributors.

Awards – What do we want to accomplish this year. Break it down into months and email Adam the first week of each month three things that will help accomplish awards.

Legislative – Decided that we do not want to look like a political group so we will stay off the radar of other groups or alienate members.

Retention/ Membership – 42 Local members and 37 outside the Wilmington area. We have 20 members showing up to meetings (nearly 50%) of local members. Most of the state has 20% or 30%. After Labor Day Mark starts task force to call Members outside that don't make meetings. He is also looking at doing a membership drive.

We need to make decision if we are going to stay at Seaside Club or not.

Adam has organized golf tournament at Wilmington Municipal with Phoenix employment. He is working on prizes and teams currently.

Meeting adjourned 4:30 pm.

Submitted – TJ Soffera

