

**Coastal Association of Health Underwriters
Minutes of the Board of Directors Meeting
September 27, 2012**

President Adam Leggette called the meeting to order at 10:45 am

Purpose of meeting: Discuss Ideas to Grow and Sustain Membership, round up volunteers for golf tournemanet & discuss general information

Presidents Report – Approval of August minutes – Adam approves and Mark seconds. Discuss bank account and lays out agenda for the ensuing meeting.

Attending: Adam Leggette, Rick Ketchum, Jim Warren, Dennis Stokley, TJ Soffera, Mark Waugh

Treasurers Report----- Account balance is \$7000+ in the bank but according to Rick Ketchum the books are not showing that. He will balance check book and get back with Adam.

Legislative Chair- No report – Jim said he will have a detailed report after election.

Membership and Retention- The membership is at 74 which is 3 down from August. From the retention reports we are at 77 ½ %. Please relay to BCBS agents that BCBS will reimburse all fees the end of August. We plan on having Membership Drive 10/3 -10/5. National membership drive will pay your national dues if you sign up four new members. Need to relay this on to membership.

Education and Programs— Nick and Connette have sponsors and speakers all the way through January already.

NCPAC/HUPAC - - Bruce Frizen HUPAC Chair is coming to speak at October legislation meeting.

Media---Dennis- He continues to harp on letters to the editor. This gets our name out into the community. Membership should be involved and sending letters...not only board. That being said, Dennis is doing a great job getting us printed in the media.

Public Service— Golf tournament – We have date, time and place. We have donuts and coffee for breakfast and will be purchasing bags lunched if we can't get them donated. We will have a silent auction. Ideally 18 different prizes. We will have two closest to the pic prizes and rounds of golf for the losing team. BCBS is donating bags, tees, balls and markers. Each bored member will try and get two sponsors for the tournament

Communications---Dennis lumped in with media

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

Old Business: None

Meeting adjourned 11:35
Submitted by TJ Soffera