

**Coastal Association of Health Underwriters
Strategic Planning
August 19, 2010**

President Ronald Sheffield called the meeting to order at 5:30

Purpose of meeting: Strategic Planning

Attending: Ronald Sheffield, Nick Ogden, Mike Smith, Mark Waugh, Amanda Smith, Ray Custer, Carrie Stephenson, Carr, Barbara Fleming, TJ Soffera, Connette Bradley, Rick Ketchum, Phil Collier, Jim Warren

Presidents Report- Went over planning for the 2010-2011 for Board of Directors and the General Membership. Discussed sponsorship program to raise money for CAHU. Speakers and Sponsors have been assigned for the rest of 2010, need to work on getting them for 2011. Need to get President Elect early. Dues are going to increase as of January 1st to \$75.

Treasurers Report—Nick Ogden----- Reviewed current budget and discussed creating new budget that will have to be voted on. CAHU is starting the year with \$4100. Discussed finding a new charity to partner with for the Golf Tournament. Charities that were brought up were Step up for Soldiers, Flight of Honor and Wounded Warriors. We need to have more fundraisers to help keep the budget on track and not donate 100% of the profit so that we have something to add to the budget.

Membership and Retention- Discussed different strategies of contacting old members who have dropped and potential members to get them involved. Also, went over ideas of how to get members to participate in the committees. When we have small projects we need to ask members to help out and get them involved. Talk to members after each meeting to get volunteers.

Education- Barbara Fleming- Barbara suggested using Monkey Survey to get feedback on our speakers. We are able to offer 1 CE credit for attending out meetings this year as long as the meetings are approved 60 days in advance.

NCPAC/HUPAC Sam Carr & Connette Bradley- Sam is going to be in charge of NCPAC and raising donations for the State legislators. Connette will be in charge of raising donations for the HUPAC. Donation forms will be included at all meetings and in new member packets.

Public Service— Adam Leggette will be in charge of the community service projects for the year. The Heart Walk and the charity golf tournament are our 2 major services. There will also be a Christmas party for all members and spouses.

Communications---Darlene Smith- Make sure to get all information needed for the newsletter in a timely manner.

Meeting adjourned 5:15

Submitted by Carrie Stephenson

**Coastal Association of Health Underwriters
Leadership Training
August 19, 2010**

President Ronald Sheffield called the meeting to order at 4:15

Purpose of meeting: Leadership Training

Attending: Ronald Sheffield, Nick Ogden, Mike Smith, Mark Waugh, Amanda Smith, Ray Custer, Carrie Stephenson, Connette Bradley, TJ Soffera, Barbara Fleming, Rick Ketchum, Phil Collier, Jim Warren

Presidents Report- Ronald introduced Mike Matznik, former NCAHU, National and Triad President. Mike has also received the Gordan Award. We have 4 new chair members including Jim Warren as Leg chair, TJ Soffera as Awards, Phil Collier as Membership and Rick Ketchum as Education chair. Mike gave a few points to all new chair members. He gave Phil some ideas for membership to earn points for the pacesetter. TJ will email pacesetter requirements to each BOD member.

The rest of the time we went over the duties of all the chairs. Each prior chair member discussed what duties they were required to perform so that the new chairs would have an idea. Previous chair members include Connette Bradley, Sherri Miller, Amanda Smith, Ray Custer, Dennis Stokley, Nick Ogden, Adam Leggette, Carrie Stephenson, Mark Waugh, Mike Smith, Darlene Smith, Ronald Sheffield, Sam Carr, and Barbara Fleming.

Meeting adjourned 5:15
Submitted by Carrie Stephenson