

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

President Ronald Sheffield called the meeting to order at 10:30

Purpose of meeting: Regular Board Meeting

Attending: Ronald Sheffield, Mike Smith, Amanda Smith, Adam Leggette, Jim Warren, Connette Bradley, Carrie Stephenson, Rick Ketchum, Ray Custer, Darlene Smith, TJ Soffera

Presidents Report- Ronald Sheffield- Paintball tournament has been scheduled for March 15<sup>th</sup> and will be an all day event in Hampstead. Ronald has done the majority of the planning with Coastal Horizons.

Treasurers Report—Nick Ogden---- Account balance is \$6500. No report.

Legislative Chair- CAHU has 6 members going to the CAP Conference this year. Adam went to the DOI meeting as a representative from CAHU. The Day on the Hill is coming up in March in Raleigh, NC.

Membership and Retention- Phil has started planning for the membership blitz. This will take place at Mike and Darlene's office in February. Members of the BOD will volunteer to call all local members and invite them to our monthly meeting.

Education and Programs—Amy Laymon would like to do a CE Class during meeting in February. The CE Class will be on disability.

NCPAC/HUPAC -Connette Bradley- Connette brought \$2 tickets for drawing 50/50 raffle. Johnny Dawkins challenged all members at the Region 5 meeting to double their donations and if they did Chris Harrison would donate \$5,000. The BOD decided tickets will now be \$5 for the raffle.

Media---Need to send letters to editor. Amanda Smith will give a short statement about this during the regular member meeting. She will tell them how to create and submit the letters to the newspaper.

Public Service— Adam and the golf committee will start planning the golf tournament after the new year. The first committee meeting will be held in February. The tournament is looking to be held in May and the committee is discussing keeping it at Castle Bay.

Communications---Mike suggested looking into an automated phone call that will remind members of our local meetings to help boost attendance. Darlene will send out handout about NAHU.

Awards – No Report

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

Meeting adjourned 11:40  
Submitted by Carrie Stephenson