

**Coastal Association of Health Underwriters
Minutes of the Board of Directors Meeting
February 24, 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, Carrie Stephenson, Rick Ketchum, Ray Custer, Darlene Smith, TJ Soffera, Nick Ogden, Dennis Stokley

Presidents Report- Ronald Sheffield- Paintball tournament was cancelled. There was miscommunication w/ Coastal Horizons and their expectations.

Treasurers Report—Nick Ogden---- Account balance is \$2800. No report.

Legislative Chair- Jim Warren gave us a summary of the CAP conference. He said that legislators appeared to be more receptive to listening to what NAHU members had to say. Wilmington members met with Senator Burr, Mike McIntyre, Renee Elmers, Walter B. Jones, and Kay Hagan. All of NAHU met with over 400 of the 500 representatives. Day on the Hill is scheduled for 3/1-3/2 and attending from CAHU will be Ronald, Adam, Jim, Hughes and Mark.

Membership and Retention- The membership Blitz is tentatively schedule for March 8th. 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—The CE was cancelled due to Amy Layman no longer working for Dearborn. Jim mentioned getting a UNCW business school professor in to speak at one of our meetings.

NCPAC/HUPAC -Connette Bradley- We have decided to sell the raffle tickets for \$5 a piece.

Media---Need to send letters to editor. Amanda mentioned getting in your LPRT for the year.

Public Service— The golf committee met and will meet after the membership meeting to discuss future meetings. First meeting is set for Feb. 28th. The BOD discussed other charity options. Darlene went to a non profit expo and brought back information on several different charities in the Wilmington area. We have decided to try the Yahweh Center for our golf charity. Adam is going to get in touch with them to see if they are interested.

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 – TJ discussed what we needed for the Pacesetter and where we stood in points. Pacesetter has to be in by 4/5.

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