

**Coastal Association of Health Underwriters
Minutes of the Board of Directors Meeting
October 28, 2010**

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

Purpose of meeting: Regular Board Meeting

Attending: Mike Smith, Dennis Stokley, Amanda Smith, Ronald Sheffield, Adam Leggette, Jim Warren, Phil Collier, Connette Bradley, TJ Soffera, Carrie Stephenson, Rick Ketchum, Nick Ogden

Presidents Report- Ronald Sheffield- Asks for update on points for Pacesetter award. TJ did not have the information with him at the time but will email the board after today's meeting with current standing.

Treasurers Report—Nick Ogden---- No report.

Legislative Chair- Jim Warren explains that three of our candidates will not be able to make the lunch but Ilario Pantano will still be speaking and it will be more of an open format hosted by Chad Adams who host the "The Morning Beat" on 93.7 fm.

Membership and Retention- All board members should talk to at least one person that could be a prospect. We are looking into prizes for the member who brings on the most new members. We decided to have a membership campaign contest with prize yet to be determined.

Education and Programs—Any sponsor ideas/request should now go to Rick and he will handle. Just like last month we reiterate that we can have multiple sponsors but not limited to 2 so that they feel it is appreciated. When sending kits to potential sponsors tell them we need page 3 back along with check. \$500 will be the standard sponsor amount. Discussed putting on website a link for sponsor form and information. Dennis has not had time top post this on the website. Rick also promotes designations such as RHY, REBC, DIA, LTPC, CSA and CLTC.

NCPAC/HUPAC Connette Bradley- Connette brought \$2 for drawing 50/50 raffle. Ronald passed out information about HUPAC/NCPAC and what the donations went towards. Connette did brief overview of the importance of HUPAC / NCPAC and why we should all be contributing. She will make announcement at lunch stating the same thing.

Media---Amanda - Discussed sending letters to editors to the Star News. We get pacesetter10 points for every letter sent up to 100 points. Make sure to copy TJ on all letters for pacesetter.

Public Service— Adam explained that he believes we did not raise close to enough money on the Heart Walk and asked everyone to try and think of other fundraising ideas. Maybe another type of tournament like the golf tournament.

Communications---Mike looked into automated phone system to call members but feels it is too expensive for association right now.

Awards – TJ going to email everyone current points standing.

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

Meeting adjourned 11:45
Submitted by Carrie Stephenson