

## CFAHU Board Meeting

UnitedHealthCare, 495 N. Keller Rd, Maitland, FL November 9, 2011 9:30AM - 11:45AM

Present - Ashley Wynkoop, Tom Ryan, Lynn Blank, Linda Richards, Barbara Rennard, Sasha Coggins, Dave Sherrill, Natalee Otero-Newman

Absent - Jim Scheib, Alex Good, Sam Skora, Dale Maloney, Laurie Anderson, Asher Perminas, Mike Vangerpen, Augie Buffa

Called to order at 9:35AM

President's report - Ashley Wynkoop - brought up an idea to do a member only meeting, maybe in December

Minutes - Reviewed the minutes and a motion was made to accept the minutes as amended, 2nd all approved. 1st change Sasha Coggins was absent not Barbara, 2nd change spelling of Michelle Robleto's name, 3rd spelling of Natalee's name.

Recap - Our October Meeting sponsor was JL Herring and Joan Galletta gave a legislative update for our members.

Directory - Tom Ryan - spoke to printer and left message for the graphic designers that we paid about \$550 last year to see if they can still work with that price. Tom handed out an advertising flyer for us to look at. He has spoke with Marc Linton at BCBS but is waiting for a cost from the printer. Tom would like to charge \$20 for a listing by specialty on our website. We would charge \$5.00 for each additional specialty. Tom needs to get with our webmaster, Kenny, to discuss what we can do with this.

Membership/Retention - Linda Reports - 149 current numbers. New membership orientation will be held at the January meeting. It will be held 45 minutes prior to the regular luncheon. A packet will be handed out to all board members to recruit one member. Linda wants to have a membership campaign - bring a potential member and if they join the sponsor will get a coupon for a future free lunch. Linda got a call from Steve Salamon about HUPAC. All board members need to be a member of state and national. If a person joins the day of a luncheon their lunch will be free. A non member can come once for \$10.00 additional non member lunches will be \$35.00.

Programs - Jim Scheib - absent - no report - Sam Guercio with UNUM will be our November speaker on income replacement in today's economy. December will be a member's only meeting with Julian Lugo. We will also have our board meeting before the Dec 13th luncheon at 9AM. Ashley will get with our featured sponsors.

Treasurer's Report - Dave Sherrill - \$6,799.98 in the bank. Lunch expenses are up. Made

\$1200 for the member mixer and about \$250 on the masquerade event. Dave found a new credit card system called the square. He has tried it out and it works well. \$7000 budgeted for Capitol Conference attendees - Augie Buffa, Ashley Wynkoop and Don Marx. Should be \$1500 for each and then offer the rest to some members. Dale Maloney will get \$800 as our PAC chair. A motion was made to pay registration for 5 people at \$350.00 and let them pay their own expenses. 2nd. All approved. It will be on a first come basis.

Community Service - Alex Good - absent - The Second Harvest Food event was a success with 7 people in attendance. Buddy Anderson, Brian Boone, Linda Richard, Alex Good, Laura Staller, Natalee, Susan Zegke-Donahue. Our next event is the St Jude's walk on November 19th. The circus is having a food drive for Second Harvest. If you bring 10 cans of food you get a free circus ticket. You can get up to 4 tickets per family. The drive is 11-17 from 7-9.

Education - Sam Skora - There is an issue getting a course filed for our November meeting so we will not have CE this month. Dec- Joanna Wilburn will do a Social Security disability claims CE, Jan -Dave Sherrill 4 hr LTC, Feb- Tracy Carter health care reform. March- Matt Beatty Disability and Life

Ways & Means - Natalee Otero-Newman - Upcoming ideas - The Enzian, movie night, wine down Wednesday. The board liked the Enzian idea. Natalee will look at what movies will be playing and pick a date in December. Do the wine down in the spring. Cinco De Mayo for sure next year.

Legislative - Don Marx - NAIC pushing HHS to make a decision about MRL. See report.

PAC - Dale Maloney - Absent - Linda Richards gave a report from Steve Salamon. Steve wants everyone to contribute at least \$10.00 a month to HUPAC.

Media Relations - Laurie Anderson - Absent. Gave report to Ashley. Attempting to bundle upcoming events together and use the PR service as one big announcement.

Wants to get the board members recognized.

Awards - Asher Perminas - Absent No Report

Golf - Mike Vangerpen/Augie Buffa - Both Absent sent report to Ashley - Holding conference calls every Friday. The tournament will be March 12th at Heathrow. They have repriced the sponsorships to be more affordable and are offering early enrollment discounts for an early commitment. Natalee mentioned maybe having golf shoe bags with handouts in it. Ashley brought up an idea to give each person a picture in a frame of their foursome at the end. We need to make sure that the sponsors get what they signed up for. Send in money by the beginning of Feb.

Old Business/New Business - none

Meeting Adjourned - 11:30

Next Meeting is December 13th at 9:00AM before our regular luncheon at the Hilton