

VAHU Board Meeting Minutes

Friday, July 22, 2017

9:45 am- 1:00 pm

Location - 12580 West Creek Parkway, Richmond VA (EBCA – Farm Bureau)

In Attendance

Ashley Corr	Lori Carter	Nancy Grasso
Heather Kochanowicz	Hannah Ammond	Debbie Stocks

President's Report

Heather

9:45 am

Roll call
Colonial Life Sponsoring the Overall Sponsor Partnership for the year. 18K
Requiring a rep in all chapter meetings and a ce for one meeting at each chapter
Colonial with reach out directly to each chapter president for logistics related to scheduling
Heather had dinner with Joe (?) got the money. VAHU documents should be updated with contacts of Colonial.
Each chapter gets (From Colonial) 1160 (1200- the cost of signage)
2 payments equating to 18K over the next two months

We need calendars of events
Templates for meeting structure – meeting ideas
Webinars are free- see if we can use them as a resource for our membership- January 30th / April 3rd and again in May.
30 minutes, will try to record. Registration is open on the website for the November 30th meeting.
Pictures- we need more pictures of meetings and volunteers
Updating website- news articles, announcements, news
Jaffe will maintain the new website- If the presidents email all the stuff to Jaffe then they will update before on December 18th. (launch)
Capital Conference – 2 first timer registrations (for region #2) will be paid to cap conference. All nominations need to go to Heather before December 15th. Each chapter will also get \$500.00 toward sending people to capital conference.
Social Media- strong presence. Comment on what is our there from VAHU on Linked in etc... this is to get more exposure on Linked in and Facebook. Twitter etc.. Please do more on social media. Tell board members as well if you are predominantly on any of these, please help.

Secretary's Report

Nancy

10:15 am

Secretary passes out notes from previous meeting Debbie Stocks made a motion, Ashley seconds the motion. Motion carries to approve the motion.

ALL

Heather- Action item

Need to follow up with Joe Beazley related to the AFLAC outstanding \$3000.00 Northern ad \$900 NAHu conference fee from last year
Heather to send the link to the Google Drive. Add Nancy to call.

ALL

Ashley & Chris

Discussed results of fund raisers

Heather

Debbie

Stocks-

Action Item

Debbie will call the accounting ACP resources to add the State conference to our line item budget

No comments related to previous notes. Minutes accepted.

Treasurer Report

Debbie

Debbie Stocks passes out the treasurer's report for review. Balance Sheet
AFLAC overdue \$900.00 from last year's payment. We will not allow them to participate
\$975.00 lobby fees are due the beginning of every year- Leanne to remind everyone to pay
AR at 3650.
Total assets reviewed and upcoming expenses
Budget vs actual review.
Should have income and expense and budget statement to track our national conference- Heather isn't really comfortable with the reporting.

Legislative Report

Amy/Chris

Asked Bill Gray to draft an update for the Virginia updates
The O'Bannon bill and agent compensation. We asked Naifa to circle back to Bob Bradshaw to reiterate that they do not support any action related to agent commissions.
Will keep our eye on it.
May have a possible shift in the house.
Could end up discussing Medicaid expansion this season based on the results of the elections
Sent out a blast to ask for opinions for legislator communication
Heather asked for an article to come to the front of the newsletter related to leg.

Professional Development Chair Report

Lindsey

Heather/Hannah

Communication Chair Report

She has all the calendars
If we send something to Jaffe, please send her a copy.
Review communication plan with your board members.
Newsletter will be mailed quarterly
Reminding presidents to make sure they give her enough time to get their information in time to get it to printing et...
Jaffe is farming for articles.
Please sent content articles to Hannah if you see anything.

Conference Chair Report

Sponsorships are coming along. Colonial is offering the big the sponsorship. We need people from each chapter to be fundraising committee members. So far only Lori and Heather are in the committees.

December 1st, fundraising call. - touching base and coordinating the calls.

Conference agenda was discussed.

Platinum sponsorships get ce speaking /gold =second priority

1st day 3 CE- 2 classes set need one more innovative topics.

2nd day- Mike NAHU opening

CE

Keynote Speaker=keeping to budget. Would still love to have someone notable. Dan Jansen Olympic themed.

Afternoon= CE

Vision speak – see list of topics

Final ce

Wednesday- leadership forum

Chapter President's Report

am

Central

Arty

none

Eastern **NONE**
Brenda Cutting- not in attendance

Northern **Mike**

Heather- doesn't have a president. None of the Board members want to be president. Heather is acting president by proxy but they are sharing the position.
Holiday mixer December 11th with Naifa and Nia
Wounded Warriors need decorators after thanksgiving
Next meeting- Panel discussion. Trying to get Anthem or Cigna to participate
Partnering with Naifa Feb 25th – Bight Paths charity. Provide Groceries and food to low income families.
April will have a hybrid Medicare symposium with 3 CEs / former LTC discussion/ Medicare and Retirements- Again partnering with Naifa. Remaining calendar is set. Get some more people for first initial panel.

Lori

Piedmont

Lori Peele-
Had 14 at our last meeting – only 5 members
Struggling to get people to come and join.
Lori is doing all she can with a busy career. Feels like we need some additional help
Has a mixer coming up with CE.
Her chapter has no upcoming president.
Canned drive for the December meeting.

Southwest **Amy**

Amy Mutter-
Sent over the list of dates of events. Every other 4th Wednesday
Golf Tournament in May – Dwindling Participation in the golf outings
Needs board members- 60% of the chapter is winding down.
Amy is retiring at Chapter Presidents this year. Hard to let the chapter close.
Nobody on her current board wants to be president.
Calendar was shared with Jaffe

VAHU Conference Chair Report **Heather/Lindsey**

Conference last year was Sunday through Tuesday.
This year with Feedback we wanted to make it cost neutral, less busy and jammed and still keep people engaged.
Discussed scheduling adjustments
Reviewed sponsorship levels and costs
Reviewed budget and agenda
Need chapter support on the conference. Heather distributed a Chapter responsibilities document.
Discussed volunteer needs and a structure for asking for volunteers for the conference.

Vanguard Council **Ashleigh Sipe**

Discussed the goals of the council
Hasn't entered into a meeting yet
College for job mentorship and new agent opportunities
They would like a chair on each of the regional boards.

Going to a summit on the West Coast to discuss innovation and technologies – with a goal of test piloting projects to gain membership with younger benefits professionals.

Closing Lindsey 1:00 pm

ACTION ITEMS
