

New Mexico Association of Health Underwriters -Board Meeting

August 3, 2016

Present: (In Person) Stephanie Garcia, Agnes Gallegos, Barbara Lardner, Julia Moore, Leonel Zea, Danine Baca, Lametria Davis, Joan Buckner, Carla Candelaria, Cy Moser

Phone: Halle Treanor, Sharon McMahon, Debra Sikes, Jennifer Sedillo

TOPIC	DISCUSSION	ACTION/FOLLOW-UP	RESPONSIBLE PARTY/ DUE DATE
Call to Order	<ul style="list-style-type: none"> The meeting was called to order at 8:38 a.m. 		
Approval of Last Meeting's Minutes	<ul style="list-style-type: none"> Minutes approved as corrected by Julia Moore 		
President's Report <i>Agnes Gallegos</i>	<ul style="list-style-type: none"> There will be 7 people attending the Region 7 Conference in Denver. Business cards – (Lametria) Some new board members will need business cards for NMAHU. The cost is \$9.95 for 500. The Board decided to go with 250 for \$7.50. Joan made the motion to spend \$70 on business cards for specific Board members. Leonel seconded the motion. Lametria will send out an email to gather the necessary information and place the order for the cards. The Strategic Planning Session will be August 29 at Barbara Lardner's house in Belen. It will be an all day event. Look for details to follow but be sure to put it on your calendar. There was some discussion of budget and expenses. Stephanie said we need to look closely at our expenses and maybe forgo breakfast. Cy Moser said Principal would sponsor the next meeting's breakfast. The domain name change has gone through and Michael Freccia is no longer paying for this. 	<ul style="list-style-type: none"> Lametria will send out email to get necessary information for business cards and place order. Principle will sponsor breakfast for the September 7 meeting. 	
Northern NM Report <i>Danine for Halle Treanor</i>	<ul style="list-style-type: none"> Planning of September CE is almost finished. It will be an all day event. Not sure of the date. It will be "City Different" with some alternative topics yet apropos to the 		

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	industry.		
Treasurer Report <i>Stephanie Garcia</i>	<ul style="list-style-type: none"> • Current checking \$3865.27 and savings \$2501.92 for a total of \$6367.19 in the bank. • The Association issued reimbursements to all who attended the National Conference and made the check out to Big Brothers Big Sisters. This now leaves \$595.97 in checking. • The Association is still waiting on \$1200 from Christus. • NMAHU is also paying \$100 month for StarChapter. • Registration fees for the Region 7 conference have been paid except for Julia's. This will be a wash as the Association is getting refunded for Lametria's fee. • The Guardian account is still under Lametria's home address and needs to be switched to Agnes. • The results of the annual audit were discussed. Leonel was concerned with the lack of documentation to justify an expense. From now on an itemized receipt must accompany an expense reconciliation form before Stephanie will write anyone a check. In addition, two signatures are required on every check written by the Association. • Leonel also recommended we create a budget and stick to it. We should be able to show our budget and our books to anyone who asks. 	<ul style="list-style-type: none"> • Guardian account needs to be switched to Agnes • Budget needs to be established • Reconciliation form is being updated 	
Legislative Report <i>Leonel Zea</i>	<ul style="list-style-type: none"> • The legislative call was cancelled last week • The OSI stop loss legislation is still being reviewed. Leonel will let us know when the final recommendation is made. • Agnes suggested this might make a good topic for the October CE. 		
Membership Report <i>Julia Moore</i>	<ul style="list-style-type: none"> • Julia emailed an updated membership application to us to review. • Current membership count is 98. • Our newest member is Lisa Droelle who is joining NNM. 		

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<p style="text-align: center;">Retention <i>Carla Candelaria</i></p>	<ul style="list-style-type: none"> • Aflac members used to be able to have their Association dues come out of their commission checks. This is no longer allowed and several members have lapsed. Cisco Rubio has offered to follow up on these members to get them back on track. • The Member Appreciation event will be held Friday, September 16 as part of the September Symposium. Meeting place is to be determined. The intent is to recognize and celebrate the state chapter's 30 year anniversary and to honor past presidents. Julia suggested lapel pins for past presidents at a cost of \$5 each. An event sponsor is being sought. • Julia also suggested honoring member's anniversaries as a way to keep up retention. Agnes has asked for a list from Julia so she can send out emails to thank these members. She suggested year first year and then in five year increments. • Carla has had trouble getting into the website and will report on retention at the next meeting 	<ul style="list-style-type: none"> • Cysco to follow up on lapsed Aflac members • Location for September Symposium needs to be determined • Lapel pins need to be ordered for past presidents • Sponsor needed for symposium • Get list of member anniversaries to Agnes • Retention report in September 	
<p style="text-align: center;">Professional Development Report <i>Joan Buckner</i></p>	<ul style="list-style-type: none"> • Joan has six confirmed speakers for the September Symposium. She is waiting on one more. She needs to collect bios and outlines from speakers so she can submit for CE. Ethics will be offered via video. Topics and speakers include: Medicare – Roseann Tena Disability – Cy Moser ID Theft – Joan Buckner Concierge Medicine – Funeral Planning – Gail Robins SHOP – Maureen Manring and Amy Dowd MEC Plan - Patrick • Lunch will be catered and during lunch there will be instruction on how to use the NAHU website and induction of new board members. • For the October meeting, Molina should be a speaker and a NAHU taped recording of the election and what it could mean will be presented from the National Conference. Terry Reems 		

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	<p>will also speak on the single payor proposal for Colorado.</p> <ul style="list-style-type: none"> Day on the Hill is coming together with more details to follow. 		
<p>Awards Report <i>Lametria Davis</i></p>	<ul style="list-style-type: none"> Everyone needs to be sure to bring their plaques to the September event. Those who have not gotten onto Cubby and created an account need to do so. Be sure a folder is set up for your position. The membership report should be put into a folder along with minutes and other items. 	<ul style="list-style-type: none"> Bring plaques to September Symposium. Everyone needs to create a Cubby account and create a file for each position. 	
<p>Communications Report <i>Jennifer Sedillo</i></p>	<ul style="list-style-type: none"> Jennifer will have a draft of the newsletter by Friday. She would like an article from Agnes as our new president. She would also like bios on all board members by Friday. Danine has updated the website with a new banner and updated events. Check it out! 	<ul style="list-style-type: none"> Article from Agnes Bios from all board members 	<ul style="list-style-type: none"> Agnes Everyone
<p>Media Report <i>Agnes Gallegos</i></p>	<ul style="list-style-type: none"> No report. 		
<p>HUPAC Report <i>Agnes</i></p>	<ul style="list-style-type: none"> Everyone should be contributing to HUPAC. Suggested donations are \$1 a day or \$10 a month. It doesn't have to be a lot to make a difference! 		
<p>Sponsorship Report <i>Lametria Davis</i></p>	<ul style="list-style-type: none"> Lametria will send out sample letter and sponsorship levels that we did last year and ask for feedback. The objective is to lower the levels and refresh the letter. Goal is to have it completed by the next meeting so we can get it out for the 2017 sponsors. Carla said sponsors like to have the opportunity to be present at our meetings and the free CE is a good idea too. Leonel said having their names in the newsletter and at meetings it a good idea too. 	<ul style="list-style-type: none"> Lametria to send out last year's sponsor letter for recommendations. 	

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LPRT Report	<ul style="list-style-type: none"> No report 		
New Business	<ul style="list-style-type: none"> We need to find a place to put our signs and other materials. Agnes will look into a storage unit. The anti-trust mark needs to be displayed. Agnes suggested a video diary of all the Associations materials for documentation. 	<ul style="list-style-type: none"> Agnes will look into a storage unit 	
Adjournment	<ul style="list-style-type: none"> Meeting adjourned at 11:28 a.m. The next meeting will be Wednesday September 7, at 8:30 a.m. 		