

New Mexico Association of Health Underwriters -Board Meeting

September 7, 2016

Present: (In Person) Agnes Gallegos, Barbara Lardner, Joan Buckner, Cy Moser, Mark Walker

Phone: Halle Treanor, Danine Baca, Leonel Zea, Sharon McMahon

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 8:40 a.m. 		
Approval of Last Meeting's Minutes	<ul style="list-style-type: none"> Minutes approved with by Danine. Joan seconded the motion to approve the minutes. 		
President's Report Agnes Gallegos	<ul style="list-style-type: none"> The Strategic Planning Session held on 8/29/16 was a good meeting. There are notebooks for those unable to attend. Be sure to get those from Agnes. Agnes is looking into getting a storage unit for larger items. She found a 5' x 5' unit for \$35 a month. Agnes will look into the contract and how much must be paid down etc. Danine suggested the we document information about the unit and add it to the audit because before the storage unit was lost. Joan suggested that we pay for it with an auto draft and Agnes suggested that we put the information about the unit in Cubby, including a list of inventory. Agnes will get more information on the unit and we will vote on it at the next meeting. The Association owes about \$2000 to NNM based on membership and we don't have the money at this time. She suggested we wait to see what the September CE brings in. We will most likely have to make installments. Barbara spoke about a fundraising opportunity through Savers. Members can bring unwanted items to a meeting or arrange pick up and Savers will pay by the pound for these items. Barbara made the motion that we proceed with the idea and Danine seconded the motion. The agreement with Savers was signed and we hope to distribute fliers at the September CE. Agnes would like everyone's Strategic Planning worksheets. Please 	<ul style="list-style-type: none"> Pick up your notebooks from Agnes Agnes will get more details on the storage unit for our next meeting. Barbara will get fliers for the fund raiser by Thursday if possible. Email your strategic planning worksheets 	<ul style="list-style-type: none"> Agnes Barbara Lardner Everyone

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	<p>email them to her.</p> <ul style="list-style-type: none"> • Agnes has figured out how to stream the leadership development presentations. • Lametria has ordered business cards. If you didn't order any and needs them please let her know. 	<ul style="list-style-type: none"> • to Agnes 	
<p>Northern NM Report <i>Halle Treanor</i></p>	<ul style="list-style-type: none"> • Halle is working on coordinating an audit. • She is working on 9/22 CE and wants to add a membership appreciation event too. 		
<p>Treasurer Report <i>Agnes for Stephanie Garcia</i></p>	<ul style="list-style-type: none"> • Current checking \$5096.556 and savings \$2502.05 • Please turn in your expense reports especially for the Regional meeting • It was decided that results of the audit will not be posted. Instead results of the audit are available upon request. 	<ul style="list-style-type: none"> • Turn in expense report 	
<p>Legislative Report <i>Leonel Zea</i></p>	<ul style="list-style-type: none"> • NMAHU has been asked for the Association's position on the OSI stop loss proposal. The Association does not have an official response yet. We are waiting to get feedback from National. • A meeting needs to be scheduled with the NMAHU and OSI to discuss. Joan suggested that the meeting occur before the October 14th seminar. • Colorado proposition 69 which allows for a change to the constitution regarding a single payor system will be voted on in November. 	<ul style="list-style-type: none"> • Leonel schedule meeting with OSI 	
<p>Membership Report <i>Julia Moore</i></p>	<ul style="list-style-type: none"> • August membership is 97. • Ryan Jaramillo is a new member thanks to Carla Sanchez. • There are 10 lapsed members, one of whom is no longer in the industry and three are AFLAC who no longer have the cost taken out of commission checks. • Membership Appreciation is Friday, September 16 at the Canyon Club. Calls were made to first year anniversary members and those with five year increments thereafter to personally invite them to the event. 		

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Professional Development Report <i>Joan Buckner</i>	<ul style="list-style-type: none"> Joan is getting ready for 9/16 symposium. 17 people have sent in forms to attend. Waiting on OSI confirmation of CE. Agnes needs to check the mail box for this. Joan needs 5-\$25 Visa gift cards for speakers. She needs flier from fundraiser to put in packets. Agnes made the motion that we sell shirts for \$25 at the meeting. Joan seconded the motion. NAHU shirts do not need to be worn at the meeting six confirmed speakers for the September Symposium. 	<ul style="list-style-type: none"> Agnes needs to check PO box for CE approval. Agnes needs to get 5-\$25 Visa gift cards. 	
Awards Report <i>Agnes for Lametria</i>	<ul style="list-style-type: none"> Continue to put stuff in Cubby. Everyone needs to be sure to bring their plaques to the September event. 	<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. 	
Communications Report <i>Danine for Jennifer Sedillo</i>	<ul style="list-style-type: none"> The newsletter is ready to go out. The website is up to date now and looks great. If you see something that needs to be changed or updated be sure to let Danine know. 		
Media Report <i>Agnes Gallegos</i>	<ul style="list-style-type: none"> Mark Walker has graciously accepted the position of Media Chair. He will work with Agnes on getting some press releases on our awards. 	<ul style="list-style-type: none"> Agnes and Mark will work on press release about our awards. 	
Vanguard <i>Cy</i>	<ul style="list-style-type: none"> Vanguard is in a holding pattern right now in NM. A pilot program is being set up in Texas.! 		

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<p>Sponsorship Report <i>Lametria Davis</i></p>	<ul style="list-style-type: none"> • Updated sponsorship forms need to go out and Lametria will get them to us soon. Titles have not changed, just the dollar amount. • Agnes will contact Adam Grimaldo at Molina • If you represent a big insurance company be sure to give them a heads up that the letter is coming! • Carla said sponsors like to have the opportunity to be present 	<ul style="list-style-type: none"> • Lametria to send sponsor letter 	
<p>New Business</p>	<ul style="list-style-type: none"> • Cards to be signed for Stephanie who is getting married, Jennifer who lost her dad and Mark who lost his mom. • Apply for LPRT 		
<p>Adjournment</p>	<ul style="list-style-type: none"> • Meeting adjourned at 10:07 a.m. The next meeting will be Wednesday October 5, at 8:30 a.m. 		