

**VENTURA COUNTY ASSOCIATION OF HEALTH UNDERWRITERS  
Board Meeting Minutes**

**Date/Time/Location:  
Friday March 12, 2021  
8:00am – 9:30am  
Virtual Meeting**

Next meeting April 8, 2021

**Call to Order: 8:05 AM**

<b>Present</b>	<b>Position</b>	<b>Name</b>
X	President	Tim Kanter
X	President-Elect	Don Jones
	Immediate Past President / Charity	Korey Ashton
X	Secretary	Colleen King
X	Treasurer	Randy Hunt
X	Communications, Media & Public Affairs	Jolene Bibian
X	Legislation	Debbie Blander
X	CAHU PAC/HUPAC	Don Jones
X	Membership	Wendee Laker
X	Member Retention	Adonis Campilo
X	Professional Development	Tamar Arouchian
X	Awards Chair	Stephanie Berger
X	Member at Large	Juli Canter

**Quorum Present: (6 for quorum to conduct official board business): Yes.**

**Motion, Second & Approval of Agenda:** Moved by Debbie Blander, seconded by Tamar Arouchian. Approved unanimously.

**Motion, Second & Approval of Minutes:** Moved by Debbie Blander, seconded by Tamar Arouchian to approve the minutes. Approved unanimously.

**REPORTS**

**President: Tim Kanter**

- CAHU Legislation Review was done on March 11, 2021—long meeting, lots to watch for.
- From Region 8 call at Capitol Conference—Per Adonis and Colleen who attended, process reported by Nevada is that they obtain a list of newly licensed agents from their state DOI to be used as a recruiting tool. Tim has contacted CAHU President Maggie Stedt to see if maybe this was something to be done ‘state wide,’ possible have a better return on the investment. Idea then would be for CAHU potentially to send a letter with contact information for the new licensee’s local chapter.

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- Tim will be recording an ‘invitation’ video to be included on the push to increase attendance for Sales Symposium Tuesday, March 16<sup>th</sup>, for Jolene to include on her email blast.

**President Elect: Don Jones**

- **Sales Symposium**—Coming along—all videos for the Symposium complete except for Covered California. Marcy Buckner to speak at 9am, David Mordo at 11. Tim to do opening remarks at 830. Don will coordinate with Nathan as far as the length of the videos vs. breaks, estimating 10 minutes for the breaks.
- Concerned about turnout, as this is the first ‘paid’ meeting in a while. So far, 56 registered. Reminder to go out in the emails that Symposium content will be available for the next 30 days after the meeting for paid attendees. \$100 Amazon gift cards to be given out for ‘most clicks’ with sponsors, and a \$50 Amazon card for the most entertaining commercial.

**Immediate Past President: Korey Ashton--Absent**

**Treasurer: Randy Hunt –Absent, numbers presented by Tim K.**

- Bank of the West showing \$19,419.07 on deposit per CAMS.
- \$500 contribution from Alera/Dickenson noted as received.
- From December Charity meeting, There was \$652.51 raised for VCMC. Is there another \$500 from John Nelson? Juli thinks \$500x2 came in from him, Randy to check with Nathan Carlson and verify. If all is ‘present,’ then suggested that we make the check for them \$1200. Motion by Randy to round up the contribution to \$1200, seconded by Colleen. Passed unanimously.
- Reimbursements for Capitol Conference—one has been processed, others are pending, so submit if seeking reimbursement.
- Financial presented, moved by Adonis, seconded by Debbie, to accept. Passed unanimously.

**Income/expense report (cumulative)**

Month	Revenue	Expenses	Notes
<b>Budgeted FY20/21</b>	\$21,775.00	\$20,465.00	
<b>July</b>	\$5646.32	\$1860.10	
<b>August</b>	\$7382.64	\$2690.77	
<b>September</b>	\$11,385.20	\$3333.49	
<b>October</b>	\$12,940.28	\$4082.17	
<b>November</b>	\$12,940.28	\$5854.04	

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<b>December</b>	\$15,122.04	\$9998.68	
<b>January</b>	\$17,451.28	\$10,888.77	
<b>February</b>	\$21,756.73	\$11,753.90	
<b>March</b>			
<b>April</b>			
<b>May</b>			
<b>June</b>			

**Membership Recruitment & Retention: Wendee Laker/Adonis Campilo**

<b>Month</b>	<b>Current #</b>	<b>New members</b>	<b>Billed, But Not Paid #</b>	<b>Lapsed #</b>	<b>Retention Activities</b>
<b>July</b>					
<b>August</b>	68	1		2	
<b>September</b>	67			3?	
<b>October</b>	69	1			
<b>November</b>	69	1		1?	
<b>December</b>	?	?		?	
<b>January</b>	67	2			
<b>February</b>					
<b>March</b>	65	3		2	
<b>April</b>					
<b>May</b>					
<b>June</b>					

- Per Wendee, 3 people joined, 2 lapsed. In trying to pull membership reports, she can get 'current' members but not any 'lapsed' member information.
- Concerns around the accuracy of NAHU membership reports, Juli C. renewed but not listed, using the Ecommerce section??
- Asking about Tricia Romp, associate member? Not showing up as connected to VCAHU, but found as a LAAHU member. Maybe her VCAHU associate membership has lapsed, but she's unaware?
- Adonis tried to contact Danny Ford, no response. Debbie in touch with him, probably not rejoining at this point.
- Adonis has a \$100 Amazon gift card left over from Sun Life, and will be used for Symposium.

**CAHU PAC/HUPAC: Don Jones**

- HUPAC update needed, no update from Capitol Conference.
- CAHU PAC doing a matching drive?

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- Will present at the Symposium with ‘reasons why’ contributing to CAHU PAC and HUPAC are important.
- Will there be a ‘fund raising’ aspect at the symposium, and will CAHU offer the \$50 incentive for new members? To be evaluated.
- Is there a way to use a ‘wheel’ via the zoom call for a drawing of sorts? TBD.

<b>2020/21</b>	<b>Current # of Contributors YTD</b>	<b>Current CAHU \$ Donations YTD</b>	<b>Current HUPAC \$ Donations YTD</b>	<b>Notes</b>
July				
August				
September				
October				
November		\$3221	\$3375	
December		\$4381	\$3827	
January				
February				
March				
April				
May				
June				

**Programs: Tamar Arouchian**

- April meeting to be Ethics presentation---Bobbi Kaelin to present, but needs to be contacted about sponsoring as well. Class titled ‘Ethics the Musical.’ Cost to be \$25 for members and non-members. Will we be doing lunch/Grub Hub? Considering doing \$10 Starbucks card? Date set for April 20, 1-4pm. Jolene looking in to doing a CAHU E-blast to publicize.

**PROGRAMS Scheduled**

<b>FY20/21 Meeting &amp; Event Date</b>	<b>Type: Content</b>	<b>Notes (just keep adding on to these notes)</b>
July	Board Installation	
August 20	Ancillary product panel	Questions to be sent in advance to members
September 15	GA panel for Q4	Stephanie and Don to find Qs from last year’s panel to be sent in advance to members
October 29	James Lloyd	Last joint meeting with LAAHU
November 17	OPEN?	Sponsored by Kaiser

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<b>December</b>	Charity meeting?	Comedy show with Jason Love—Kathy Travis of AFLAC \$300 sponsor.
<b>January</b>	Labor Law	Sponsored by W&B—Tamar to speak with Cindy West as to who they want to have speak
<b>February</b>	Topic TBD	Sponsored by Humana
<b>March</b>	Sales Symposium	
<b>April</b>	Ethics	
<b>May</b>	Medical Professionals Panel	Humana sponsoring?
<b>June</b>	Installation/Happy hour?	

**Legislation: Debbie Blander**

- Legislative visits during Capitol Conference went well per Debbie.
- CAHU Legislation/Bill review took place March 11, with 58/59 bills potentially being considered to follow.
- Issue brought up around possible changing the Ethics meeting date to April 13<sup>th</sup> or 16<sup>th</sup>, as the CAHU board meeting is the same date.
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**Communications/Social Media: Jolene Bibian**

- Will be sending out additional symposium emails Friday (3/12) and Monday (3/15)

**Awards Chair—Stephanie Berger**

- NAHU Award nominations are due by the end of March. They will not be offering the Presidential Citation award this year. Stephanie suggesting the chapter submit for Web Site and media relations. Maybe Public Service and Vanguard? TBD

**Old Business:**

- Chapter bylaws—Don will work on updating them based on the CAHU bylaws.

**New Business:**

- None

**Motion, Second and Approval to Adjourn:**

Motion: Randy, seconded by Adonis

**Meeting Adjourned: 9:13am**

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**Respectfully submitted,**



**Colleen King  
VCAHU Secretary**

  
Tim Kanter (Mar 15, 2021 13:51 PDT)

**Tim Kanter  
VCAHU President**






# VCAHU Minutes 3-12-2021

Final Audit Report

2021-03-15

Created:	2021-03-15
By:	Colleen King (Colleen@ckinginsurance.com)
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