

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

**Date/Time/Location:
Thursday, August 13, 2020
8:00am – 9:30am
Virtual Meeting**

Next Board Meeting: Thursday, Sept. 15, 2020
Zoom

Call to Order: 8:05AM

Present	Position	Name
	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 Randy Hunt, seconded by Debbie Blander. Approved unanimously

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

REPORTS

President: Don Jones standing in for Tim Kanter

- Joint meetings with LAAHU, SBAHU—Tamar concerned about lack of ‘sharing’ of workload from LAAHU. The suggestion was made not to do ‘partner’ meetings after the established schedule for August-September-October. Rather post them to the CAHU site to be shared/promoted with other chapters.
- Sponsorship—To get bundled discount, complete purchase has to be completed piece by piece. That language has been added to the sponsorship sheet.

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

- Tim is requesting everyone update their progress or lack there of in Slack so we can all keep up.
- Obtaining sponsorship—Asking that all board members help with obtaining sponsorship. Tamar has a spreadsheet of prospects, etc. and will share the upcoming meeting dates for the year to make it known what meetings/subjects are available to sponsor.

President Elect: Don Jones

Has reviewed list of agents from CDI, started at 4960, edited down to 1000 ‘health’ agents. Based on checking appointments, he’s seeing a trend of more ‘agency’ appointments as opposed to individuals. So far has done several small towns, will next review agents in Simi Valley. Will be uploading to Sales Force, and Jolene to upload to Constant Contact to solicit.

Past President: Korey Ashton--Absent

Treasurer: Randy Hunt

- Updated budget presented to board prior to meeting. Certain previously anticipated income categories such as Casino Night, Cornhole tournament, moved out of the ‘income’ section as it is unlikely these will take place this term.
- Bank access/statements obtained, current balance is \$14,556.12
- Motion to accept budget made by Colleen King, second by Tamar Arouchian, passed unanimously.

Payment Requests:

Month	Revenue	Expenses	Notes
Budgeted FY20/21	\$21,775.00	\$20,465.00	
July	\$5646.32	\$1860.10	
August			
September			
October			
November			
December			
January			
February			
March			
April			

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

May			
June			

Membership Recruitment & Retention:

Month	Current #	New members	Billed, But Not Paid #	Lapsed #	Retention Activities
July					
August	68	1		2	
September					
October					
November					
December					
January					
February					
March					
April					
May					
June					

Wendee planning on targeting Benefit Mall employees to join?

- Is requesting attendance sheets from prior 'in person' meetings for the past 12 months, in order to contact 'guests.'
- Would like to create a video showing the VCAHU web site, and how to use it. Was advised NAHU also has one that might be a good resource.

Legislation: Debbie Blander

- Debbie and Juli met with new Asm. Mike Garcia, positive impression.
- Tim K. and Brian Sullivan together met with Asm. Jacqui Irwin. She has a bill regarding easier access potentially to telemedicine, she would like the chapter's support on. Debbie has sent the information to lobbyist Faith Borges for feedback.
- Colleen and Randy have not heard back from their legislators, both will continue to pursue.
- CAHU legislative call this afternoon, Debbie and/or Don will attend

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

Communications/Social Media: Jolene Bibian

- VCAHU now has a LinkedIn account, Jolene asking that we engage with it to further exposure.
- As the chapter develops or obtains access to different 'AHU' related videos she would like an email blast to promote. For example, a walk through of the NAHU site.

CAHU PAC/HUPAC: Don Jones

- CAHU PAC--Actual figures being cleaned up, quality of info improving, but still needs work. New vendor took over. Goal is to have all board members contributing on some level.
- HUPAC—Don asking about potentially doing a HUPAC fundraiser, bringing in a national level figure (senator, representative.) This is in the early planning stages.

FY20/21	Current # of Contributors YTD	Current \$ Donations YTD	Notes:
July			
August			
September			
October			
November			
December			
January			
February			
March			
April			
May			
June			

Programs: Tamar

PROGRAMS Scheduled

FY20/21 Meeting & Event Date	Type: Content	Notes (just keep adding on to these notes)

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

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		
December		
January		
February		
March		
April		
May		
June		

Tamar had ideas from a Professional Development webinar:

- During Symposium, since it's being done via Zoom, have separate 'rooms' set up for attendees to have access to the vendors
- Give gift cards for 'lunch' meetings
- Give CE Credit for NAHU membership? This apparently is being done in some other states, may need a bill run for the CDI to allow it.
- GA panel for September meeting needs to be worked on. LAAHU had wanted a carrier panel, so these are being done 'separately,' financially. The 5 GA participants/prospects are Warner Pacific, Word & Brown, Dickerson, LISI, Benefit Mall.
- November meeting still open for a sponsor or 'purchase.'

Public Service: Korey Ashton

No specific update from her

- Question going forward, will Korey still be able to work on this as she's relocated out of state. Juli C to check with her
- In light of the current COVID 19 situation, and little or no change for in person meetings, Stephanie had the suggestion to consider setting up a 'Go Fund' me account to do charity solicitations to support out Ventura County Medical Center charity. She mentioned OCAHU did that previously. Randy says we have that in place, he set one up last year.

Member Retention—Adonis Campilo

Suggesting we consider a 'virtual' 5k, for fund raising and 'mixer' opportunity.

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

Awards Chair—Stephanie Berger

Info to submit to CAHU for CAHU state level awards is due in 2 weeks.
Randy will send her all data he has that was used to obtain NAHU Gold status this year
This is for fiscal year 7/1/2019 through June 30, 2020. Current needs are:

- Casino Event flyer for the event
- Have any board members recruited any new members? (can be obtained on CAHU membership report)
- Has the chapter presented any CAHU CE classes—checking with Dede Symington and others who have presented to find out.
- Web site award is established.

Old Business:

Debbie asked Jolene about the number of views on the board video, which was sent to 58 people, open/click rate of 48%.

New Business:

None

Motion, Second and Approval to Adjourn:

Motion: Tamar Arouchian

Seconded: Jolene Bibian

Meeting Adjourned: 9:14am

Respectfully submitted,



**Colleen King
VCAHU Secretary**


Tim Kanter (Aug 20, 2020 13:57 PDT)

**Tim Kanter
VCAHU President**






VCAHU Minutes 8-13-2020

Final Audit Report

2020-08-20

Created:	2020-08-20
By:	Colleen King (Colleen@ckinginsurance.com)
Status:	Signed
Transaction ID:	CBJCHBCAABAAjCfx-QNDDOmyGoU5nCDenZkgUEbLzlb9

"VCAHU Minutes 8-13-2020" History

-  Document created by Colleen King (Colleen@ckinginsurance.com)
2020-08-20 - 5:19:26 PM GMT- IP address: 104.175.17.179
-  Document emailed to Tim Kanter (timk@getbenefitsinsurance.com) for signature
2020-08-20 - 5:20:15 PM GMT
-  Email viewed by Tim Kanter (timk@getbenefitsinsurance.com)
2020-08-20 - 8:52:16 PM GMT- IP address: 47.154.84.129
-  Document e-signed by Tim Kanter (timk@getbenefitsinsurance.com)
Signature Date: 2020-08-20 - 8:57:59 PM GMT - Time Source: server- IP address: 47.154.84.129
-  Signed document emailed to Tim Kanter (timk@getbenefitsinsurance.com) and Colleen King (Colleen@ckinginsurance.com)
2020-08-20 - 8:57:59 PM GMT