



**LAAHU Board of Directors Meeting Minutes  
Thursday, February 8, 2018 8:00 am to 10:00 am**

**The meeting of the Board was called to order at: 8:11**

**In attendance were: Rebecca, Dawn, Don, Dave B. Ross, Neil, Bobbi, Brian Sullivan, Cindy ZOOM Allison, Blake, Elizabeth**

**Excused:**

**Approval of January Minutes –**

**Executive Board Reports**

(15 MIN) President's Report

Bobbi Kaelin

LAAHU BOD President Report  
February 2018

NAHU CapCon

Appointments are being finalized, Dawn McFarland will report  
Elizabeth Underhill will handle all changes & Communications once we arrive in DC  
Please make sure you're signed up for the HUPAC Bowling, LPRT, and the Scavenger Hunt. Elizabeth has been working on the dinner! Dinner is Monday Night  
The Leg meeting shall be held at the Sportsman's Lodge following our next member meeting - .

CAHU Nominations committee is asking for your input as to CAHU nominations. Neil Booth is the nominations head and is going to speak of that in his report.

LAAHU has 8 delegates and 8 alternate delegates for DATC in California. I need to know those 8 delegates that are definitely going, as well as a list of alternates. This is due by Feb 28th to CAHU. List to be determined as of today please and made a part of the meeting minutes for February. Voting on Tuesday - Delegates can only vote in person!  
Bobbi, Neil Naama, Dave B. Dawn Don (maybe Ross) Elizabeth,

LAAHU BOD voted and approved the extra \$1000 in the budget to bring an additional person to CapCon.

LAAHU Certification for the Platinum is short, and we need assistance ASAP. Dave Benson has had a helluva 4th quarter and has barely come up for air - and during this time we had a number of lapsed, billed but not paid, and lost members. We need 15 lapsed members to be called and reinstated. Dave will you discuss at your portion? (16 lapsed - Dave will give us some numbers!) Bobbi will call 5, Rebecca 5, Josh will do 10. Dave B will get the list to us today. If already on bank draft or credit card get them renewed.

Thank you to Allison, Casey and Rebecca for signing up for HUPAC!

Correction and vote to amend our Bylaws needs to be done:

The correction we made and voted on April 13, 2017, was to have the newly elected Officers term to commence on July 1<sup>st</sup>. Previously it stated that term of office begin the 1<sup>st</sup> of the month following the Annual Meeting. If the Annual Meeting is in May, that would result in Officers starting their term June 1<sup>st</sup>.

Therefore, we need to have the Board vote and change the following:

## **ARTICLE V MEETINGS OF MEMBERS**

Section 1. Annual Meeting.

~~An annual meeting of Members shall be held during the month of June coinciding with the last membership event of the Members of the fiscal year at any place within California or outside California designated by the Board of Directors for the purpose of electing directors and officers pursuant to the provisions of these Bylaws and for the transaction of such other business as may come before the meeting.~~

### **Replace with: APPROVED ROSS WILL HAVE IT ADDED TO THE WEBSITE**

An annual meeting of the Members shall be held in the second quarter of each calendar year at any place within or outside the State of California as designated by the Corporation's Board of Directors for the purpose of electing the Corporation's Officers/Directors and for the transaction of such other business as may come before the meeting of Members. The annual meeting of Members shall be held pursuant to the provisions of these Bylaws and in accordance with applicable state and federal laws.

Any Member of the Corporation shall be permitted to attend annual meetings of Members. Only Members who are attending shall be entitled to vote on the election of the Corporation's Directors and Officers or on other business that may come before the meeting of Delegates.

MOTION TO Approve made by Dawn, Dave 2nd. Vote: Approved

### **(0 MIN) Immediate Past President**

Dawn

No report submitted

Nominations committee is in full swing. Great News: Brian Sullivan has accepted the nomination to be the President Elect next board year! Full list will be submitted by March ish.

### **(3 MIN) President Elect**

Neil

1. CAHU Nominations to Approve

Is there anyone that would like to be nominated? Or to nominate someone?

Dawn McFarland- Communications VP

Bruce Benton- President Elect - VP

Neil Makes a motion to nominate , Dave B 2nd. Voted: Approved

NAHU VP - LAAHU would like to nominate Dane Rianhard for VP of NAHU. Bobbi made a motion, Dave B 2nd. Voted, in favor (Don Weiss abstains)

## **2. Annual Conference Update Field Day**

25 "Booth's" Sold Need 80 Booth's

\$24,000 IN Sponsorships Sold (\$30,000 to go)

Working on Confirming the Speakers and Breakout Courses over the next 2 weeks.

Planning going well for the Event. Any Additional help always Appreciated.

Neil requested help with outreach, every Tuesday at 8:30 am via zoom. Brian Sullivan will be added to the committee.

PIHRA and EBPA involved

Naama mentioned CalCPA and her work with them.

(I will go through the Program at march Meeting in full).

Also mentioned potential Happy Hour mixer with EBPA, May 10th.

### **(10 MIN) Treasurer**

Ross

Last month we approved an increase for the Expenses for the Annual Sales Conference on the basis of our new partnership with PIHRA. We anticipate more Sponsors, Vendors and Attendees requiring a larger space and additional food and beverage.

In order to keep our Annual Budget balanced, we have also increased the Budgeted Income for the Annual Sales Conference as follows:

<b>Description of Income</b>	<b>Original</b>	<b>New amount</b>	<b>Difference</b>
Conference Registration	\$27,000.00	\$31,000.00	\$4,000.00
Conference Vendors	\$41,000.00	\$46,000.00	\$5,000.00
Conference Vendors Add'l	\$3,000.00	\$5,000.00	\$2,000.00
Conference Sponsors	\$56,350.00	\$60,350.00	\$4,000.00
	\$127,350.00	\$142,350.00	\$15,000.00

<b>Description of Expenses</b>	<b>Original</b>	<b>New amount</b>	<b>Difference</b>
Conference F&B	\$29,500.00	\$35,500.00	\$6,000.00
Conference Room Rental	\$7,400.00	\$16,400.00	\$9,000.00
			\$15,000.00

As of January 31, 2018, LAAHU's Income and Expenses are trending nicely with nothing out of the ordinary.

I want to remind each of the Board Members when it comes to wanting to request any additional Expenses that are not already approved in the Budget, there has to be plan as to how those Expenses will be paid. Unless there is corresponding additional Income to account for the additional Expense, as a Board it is not prudent to arbitrarily spend more money than currently approved within the budget.

As in the case of the Sales Conference, we were able to justify the additional Expense in anticipation of the additional Income based on our new partnership with PIHRA.

**(0 MIN) Secretary**

Casey Allen

**Committee Chair Reports**

**(10 MIN) Legislation**

Elizabeth

**NAHU**

-Capitol Conference February 26<sup>th</sup>-28<sup>th</sup>

-Special Leg. meeting being held today, February 15<sup>th</sup>, directly following the member meeting for Cap. Con. attendees

-I still have not received flight, hotel, zip code, and cell phone information from several people. Please be sure to send ASAP if you have not yet.

-Reminder, if you already sent me your information but not include departure/arrival airports, airlines, or flight number, please be sure to send to me ASAP

-\*Also, if there is a specific member you would like to meet with other than your own Representative, please let me know ASAP!

-At this time, I know of 16 registered LAAHU attendees (one of which will not be participating in meetings)

-Thank you to the members of my Adopt-A-Leg. committee for helping to set these appointments and to Dawn for all she is doing!

-More info. to follow at Special Leg. meeting after BOD meeting today

7:15 pm Agoura Dinner Reservations (Monday)

**CAHU**

-Capitol Summit

-May 22, 2018 – May 23, 2018

-Mark your calendars!!!

**(3 MIN) PAC**

Naama

- Thank you Casey for signing up to be a contributor. Despite the fact that it was late HUPAC will honor this contribution and our chapter can get 100% board participation for last year.
- Part of our board position is to make yearly contribution to the PAC and HUPAC. If you have an issue with this or experience financial difficulties and can't make the contribution please see me and I will resolve it.
- Please remember to register to all HUPAC events during our Cap Conference. We do need 100% chapter contribution for these who are traveling to Washington.
- Our PAC contribution is down again to the 4.5% and I would like to encourage everyone to speak with agents one on one to see if they can join the PAC. Any donation is a great donation!

- LPRT: please sign up if you qualify: Healthcare 2020 Think Tank at Capitol Conference for LPRT Qualifiers
- For the first time, LPRT will hold an exclusive breakout session for LPRT qualifiers at Capitol Conference. If it's your first time qualifying, please sign up prior to the conference and make sure to participate.
- HUPAC ~ \*\*100% Attendee donation participation : Cap Conference

\*\* Bowling Event, Sunday February 25 \$50 (Counts towards donation!)

\*\*Congressional Reception, Tuesday, February 27 \$150 or \$75

### **( 3 MIN) Membership**

**Rebecca Flemming**

The Feel the Love membership incentive NAHU did state they would extend the event for any upcoming major events if request is received in time. I asked for an extension for the promo for our annual "Game Day" event in April. I am awaiting Jim Stendt's reply to my email. This would give us an extension to April 26<sup>th</sup> under the current campaign. We did have 2 new members join at our last event taking advantage of the incentive. I would like to collect any new membership forms at the end of each event (I will forward to Ulla Boshigt). This will provide an opportunity for me to reach out to all new members. I will do a welcome call, inviting the new member to attend the board meeting and any upcoming events. The call would also initiate an invitation to the membership webinar, offer an opportunity to join a committee and volunteer at one of the positions during Game Day. At the upcoming board meeting this week I'd like 5 minutes to discuss ideas for increasing membership.

Budget for New Members \$1000

Nathan to send the registration reports

Blake is on membership committee!

### **( 2 MIN) Retention & Membership**

**Dave Benson**

We have 16 members that are 2+ months past due on their membership renewal. All 16 members were sent email reminders about renewing their membership. All 16 will receive phone calls this week. At least 2 of those members have different jobs. We have 35 members on the billed but not paid list. Since bills are sent out in advance of the lapse date these people still have an active membership. They will be called next month.

### **(0 MIN) Awards**

**Allison**

- No report submitted

### **(10MIN) Professional Development/Programs**

**Cindy Jones**

--Consistency of and Covering Costs with Meeting Fees

--Clarify Meeting Communications Process

--Upcoming Meetings

What should we charge, consistency. Member vs non member costs, earlier posting.

Dawn suggested that we ask the Agents do the calls requesting sponsorship.

what about having \$2000 sponsorship, gets you everything friends of LAAHU gets and is a meeting sponsor?

\$35 & \$50 NATHAN AND JULIET PLEASE PUT ME ON THE

February 15 – Employment Law Update, 11 a.m. -1 p.m.

March 15 – Agent/Client Meeting – Active Shooter Awareness, 11 a.m. – 1 p.m.

April – No Membership Meeting (Field Day)

May 17 – Long Term Care?

June 21 – David Reid, EaseCentral (SaaS and the Future of Employee Benefits – CE #361794) or Live From NAHU (Compliance Update), 8 a.m. – 10 a.m.

Opportunity – NAHU Technology Certification (3-hour, in person class hosted by LAAHU with NAHU staff teaching) \$179 per person

**(2 MIN) Vanguard & Mentoring Committees** Gus

Vanguard VIP Event @ the Market Place Mixer - Wednesday, April 11th

\$35 - One drink ticket and entry to VIP area with game tickets (5)

\$25 - Entry to VIP area and game tickets (5)

Games - Corn hole, Mini putt, Tricycle Race, Guesstimation Jar, Rubber Ducky Race

\$50 prize for winner of each event. We could do gift cards or items about \$50

**(0 MIN) Recruiting & Mentoring** Dawn

No report submitted

**(0 MIN) Communications** Juliet

No written report submitted

**(0 MIN) Media Relations** Dede

No written report submitted

**(0 MIN) Community Relations** Kerry Wright

No written report submitted

**(2 MIN) Member(s) at Large**

**( 0 MIN) Old Business**

**(7 MIN) New Business**

***Bill review for CAHU March 6th, at PetcoPark***

***Medicare Summit Call has started - planning for August/September (Neil is the Chair)***

***3rd Annual Event - Fashion Show, Golf? 5k walk? Ross and Fashion Show-too tight...***

***Region VIII***

**Adjourn Meeting was closed at: 10:12 am**

**Note: Next board meeting will take place March 8<sup>th</sup>, 2018 IN PERSON at the Sherman Oaks Galleria**