

Region VI – Conference Call – February 26, 2008 9:00 AM.

Chairs on call:

Misty Baker-Legislation

Joe Phifer – Media - excused

Colleen Pruitt- Awards

Mary Lou Hudman – Retention

Sandy Johnson – Membership

Jennifer Toups – Communication

Kelly Fristoe- HUPAC

Delsa Adams- Education

Jacqueline St. Hillare – Chapter Relations - not on call

State Presidents on call:

Ron Nezat – LA

Carolyn Goodwin – TX

Helen Todd – AR

Mike Gross – KS –

Lisa DeRycke- OK –

Kathleen Reynolds – Mo – Lynn Pyle filling in for Kathleen

Denny thanked everyone for taking time to be on the call.

- Reminded everyone that LPRT applications have to be in to NAHU by March 31st.
- Susie Alberts joined the call. Susie wanted to stress the ease of applying for LPRT. Golden Eagle is the only level that requires certification by the carriers. This is a great way for members to be recognized for their work all year. If an individual works under either a carrier or a GA that carrier or GA can certify the production. There will be a dinner cruise for LPRT qualifiers in San Diego. Qualifying also entitles members to discounts for Convention and Cap Conference. Chapter Presidents need to be aware that LPRT qualifiers also count on the Landmark, Pacesetter and Presidential Citation Award. If anyone has any questions they can call Susie at 248-709-9000.
- An email survey was sent out February 21st to all State and Local Presidents. Trying to determine the top 3 reasons members are leaving the association. We need to find out what we can do to connect to the member.
- Cap Conference was a great success. Healthy Access PPT Presentation was given and is available online for download. This is a follow up to the 3 Myths presentation
- The Smart Connector PPT Presentation is also available for download. This presentation was developed by David Fear and the Education Foundation. The presentation should be presented to our membership at the local meetings. Connector Legislation is popping up quickly in states, the latest being Mississippi.
- NAHU Education Foundation Bylaws revision was approved. The board will now include 3 directors that are not NAHU members. Terms will be 3 years for all members other than NAHU EC members

- It's time to start getting delegates for convention together. Chapters need to try to fill as many spots as possible. Call on past Presidents to fill slots.
At this time Colleen Pruitt is the only candidate for Region VI RVP
Denny Ebersole, David Moore and Bruce Benton are the candidates for NAHU

Secretary

There will also be a Bylaws Revision before the HOD

New Orleans RLC 2008 will be a joint meeting between Region 5 & 6.

- Contract is in place with the Ritz Carlton in New Orleans
- The dates are Friday and Saturday August 8th & 9th.
- Membership & Media Training will be held on Friday morning from 8:30 - noon
- Leadership meeting will be from 1-5 on Friday and 8-5 on Saturday.
- Recruiting for sponsors for RLC will start in the next few weeks.

Rural agent events were discussed and the following is the status:

- Texas has delayed their education event until either Sept. or Oct.
- Helen Todd reported that Arkansas will be having a CDHC class on March 4th, it isn't necessarily focused on the rural agent, but they are pulling in agents from areas that are out of the norm for them.

“Connecting the Dots”

- Bylaws Revision is being drafted mostly for cleaning up language
- On this month's BoT call it was proposed to create 2 new “standing” committees: Audit & Finance.
- Encourage chapters to discuss B2B at every meeting. There is a PowerPoint presentation on the Region VI website to use to introduce and explain B2B
- Colonial is adding 206 new members as part of Janet's industry outreach. Chapters are to receive rosters with the new members so they can be welcomed into the chapters.

Mark your calendars for the next call on March 25th.

State President Reports

LA – Ron Nezat- Things are pretty quiet in LA. They have 14 new members state wide but have lapsed 12. Baton Rouge qualified for Silver Seal making 2 of the 5 locals having Silver Seal designation. They currently have \$13,000 in their Legislative Defense Fund. Their regular session is coming up and they have been asked to meet with the Insurance Committee to explain the role of the agent and what they can do to help the Legislature.

AR – Helen Todd – They are working on their Sales Expo that will be Oct 6 & 7 in Hot Springs. They will be having their CDHC class on March 4th, hope to gets some new members from this effort. Currently they are working on nominations for their officers for next year.

OK – Lisa DeRycke – No report

MO – Kathleen Reynolds – Lynn Pyle filled in for Kathleen. They hopefully have a HUPAC chair in place and will let Kelly Fristoe know as soon as everything is definite. The State By-laws have been approved and sent to NAHU. March 4th is a joint Day at the Capital event with NAIFA. The Springfield chapter will be hosting a membership drive in conjunction with a 3hr Ethics course. The course is being given at no cost to members and non members being charged a fee. Springfield and St. Louis are working on a Products Expo to be held in September or October. They are also working on their nominations for next year's board.

TX – Carolyn Goodwin – Texas held their annual Legislative Day in Dallas the last week in January. It was a huge success with representatives from TDI, Texas Risk Pool, Texas Public Policy Foundation and Council for Affordable Health Insurance participating in a panel discussion. There was also a panel discussion with 3 of our key legislators. TDI has handed down guidelines for what is considered rebating. This ruling also included the insurance carriers that offer free POP plans, FSA administration, etc. The convention committee is working on the 20th Annual Convention to be held in El Paso the first weekend in May. Delegates for NAHU convention have been set, there will be 2 Past State Presidents filling in for small chapters that will not be sending delegates.

KS – Mike Gross – The Legislation is in session and they are having fun now! At this point they have meet with four committees to help then understand both the Association and the role of the agent. They have met with a group of lobbyist and have been invited to sit in on their weekly strategy sessions. It will cost about ¼ Billion dollars to fund the Kansas Health Care Option. Connectors are still out there as well as 1 life guarantee issue. The session ends on April 30th so there is still plenty of time for ideas to come up. They will be having their Winter Symposium on March 5th. Janet Trautwein, Meagan Mamarella and Denny will be attending. They have joined a consortium to try to get the message out. Right now there is no way to contact some of the agents; there are no lists with addresses or e-mails.

Region Chairs reports

Membership – Mary Lou Hudman/Sandy Johnson – Region 6 moved to being tied for 3rd place in the Gain Contest. We still have 60 days to get the numbers up. Each state needs to do a membership blitz in the next 45 days. Denny noted that Region 4 won last year by calling the billed not paid list and getting them to renew. Retention is still a problem for Region VI. There is a possibility of a by-laws revision that would change the membership renewal for 90 to 60 days with a 30 day grace period

Legislative – Misty Baker – No report

Communications – Jennifer Toups – There were 800 respondents to the survey sent out by NAHU.

HUPAC – Kelly Fristoe – There are still some problems with the change to Stakeholder. The change has been a little rocky but it is getting better. Kelly has a list of past contributors that are not showing up on Stakeholder and he will be contacting them to check their information. Contributions are not increasing. The HUPAC committee is discussing having HUPAC apparel and office accessories for sale at NAHU events.

Chapter Relations – Jacqueline St. Hilaire – No report

Education – Delsa Adams – The Ethics power point is available for download on NAHU. Anyone working on their RHU can sign up for webinars through NAHU. States need to start getting their information together now if they would like the CE at Convention to count for their members.

LPRT-The deadline for LPRT applications is March 31. All chapters need to be encouraging their members to get applications to NAHU.

Nominations – Helen Todd – At this time Colleen Pruitt is the only nominee for Region VI VP.

Awards – Colleen Pruitt – State Presidents need to be working with their awards chairs to make sure they have the documentation they will need. Remember the deadline for awards submission is April 5th. The BoT has approved the new Emerging Leader Award. The award criteria is available on the NAHU website. This is an excellent award to encourage new leaders in our association.

Media – Joe Phifer – No report

Call adjourned at 10:30