

**Omaha Association of Health Underwriters
09/18/06 Board Planning Meeting Minutes**

Present: Dan Alm, Jack Hawk, Mary McMartin, John Fangman, Brian Leichner, Mike Schlosser, Bruce Setlik, Mike Story, Mark Schlange, Clint Williams, Brian Urban, Joe Pittman, Joe Roberts (guest)

Absent: Michelle Baade

1. **HUPAC Report** -- Joe Roberts, State Association HUPAC chair, provided an overview of the HUPAC program and provided examples of current health care legislation that could impact the industry. The statewide goal is to have at least 30% of members contribute to HUPAC; currently only about 20% contribute. All OAHU Board members are encouraged to contribute a minimum of \$10 per month on the bank draft program OR at least \$150 per year in a lump sum contribution. These are the minimum amounts required for the Triple Crown recognition program. Contributions need to be made by December 31 in order to qualify for the Triple Crown. Personal contributions are strongly encouraged – corporate contributions are welcome but can only be used for administrative purposes. Roberts provided all Board members with information/contribution brochures – additional information is available at www.nahu.org.

2. **Treasurer's Report** for Month ended 08/31/06. Total assets as of 8/31/06 are \$16,934.56. Net loss in operations year-to-date of \$2,606.61. The upcoming golf outing should lead to a net gain for the year-to-date. *Report approved by unanimous consent.*

3. **Old Business:**

Health Fair – Mike Schlosser provided an update on this project. The two events are set for September 21 and 28. Volunteers are still needed for each date from 3:15 to 8 p.m.

Golf Outing – Joe Pittman reported that 20-25 foursomes are confirmed to date.

Volunteers are needed to help with registration; Mike Schlosser indicated that BlueCross BlueShield of NE could provide some volunteer assistance. The event is set for October 2 at Shadow Ridge Country Club.

4. **Committee Reports**

Membership -- Mike Schlosser provided an overview of the OAHU's 2006-07 membership drive. All Board members are encouraged to recruit a minimum of two new members, the amount required for the Triple Crown recognition program. Schlosser reported on how BCBSNE is promoting NAHU 3-month trial memberships via their newsletter to brokers. Schlosser also is working on promoting membership to Farm Bureau members. The Board reviewed a list of lapses and members up for renewal and volunteered to make follow-up calls.

Media Relations – Jack Hawk reported a press release on new officers and Board members had been distributed recently. Pittman will provide Hawk with contact information for the new Omaha World-Herald business reporter, Joe Ruff.

Programs & Education – Clint Williams reported he is working on several program options and ideas, including a program on Medicare Part D. Marlene Lund was mentioned as a potential speaker; panel discussions will be considered also. Pittman will provide Williams with information on recent Lincoln AHU programs. Pittman reported that Ben Nordman was confirmed to be the speaker at a disability insurance seminar on October 12 at the Regency Lodge; this is a joint event with NAIFA. A 3-hour CE seminar sponsored by the State Association is being planned for Friday, November 10 at Quarry Oaks Golf Club. OAHU will co-sponsor an insurance ethics program at the Regency Lodge on November 16.

Awards – Dan Alm reported he had recently met with Mary McMartin and had provided her with information on the various awards programs.

Legislative – Brian Urban provided preliminary information on information sessions being planned (in conjunction with NAIFA) for state legislators on December 5; additional information will be forthcoming.

Public Service – Brian Leichner reported he is looking at several potential projects – some ideas that were discussed included childhood obesity and summer sports camps.

Web Site – Pittman reported the officers section of the OAHU web site had been updated – the monthly newsletter also has been posted to the site. Committee chairs should contact Pittman with updates for their sections of the web site.

5. New Business:

Newsletter Advertising – Dan Alm reported he would soon be meeting with Joe Pittman to discuss ideas for a newsletter advertising program.

Incorporation – Pittman reported the OAHU is not on record with the Secretary of State's office as being incorporated in the State of Nebraska. He is investigating to see if NAHU National has model Articles of Incorporation for use by local associations looking to incorporate.

6. Board Meeting Schedule

The next Board meeting has been rescheduled for Thursday, October 12 at the Regency Lodge, 107th & Pacific, from 11:45 a.m. to 1:15 p.m., prior to the disability seminar.

7. Adjourn: The meeting was adjourned at 1 p.m.