



January 18<sup>th</sup>, 2018  
Board Meeting

**In attendance:**

**Executive Committee:** Carol Conway, Ingrid Martin, John Dodd, Sandra Moody, Debbie Boop

**CAHU:** Bill Barrett

**Greater Cincinnati:** Dave Kross, John McConaughey

**Northeast:** Rich Muccio,

**Northwest:** Ben Otley

**Western Reserve:** Karen Armstrong, Julie Ginnis

**CCI-** Beverly Westover

**Legislative –**

Carol Conway called the meeting to order at 1:08pm

Dave Kross made a motion to approve the minutes and it was seconded by Debbie Boop

**President's Report**

We gave 5 scholarships out for CAP conference Chris Young NW, Rich Mucchio- NE, Sara Fisher-CAHU, Annie Carroll and Kelly Stanley-GCAHU- Christina King won \$500 from the Region III scholarship. 2019 CAP conference- NAHU changed the time frame for early bird registration, closing early bird around mid-November is what they are going to be using from now on. That means for OAHU that we either need to change the time frame for the scholarships or change the P&P stating that they only get reimbursed the early bird fee. Carol was able to have the scholarship winners to get the early bird fee. Action: Carol Conway is going to reach out to NAHU to see if we can pre-order the registration at the early bird rate.

DAS Tuesday April 24<sup>th</sup>- leg two weeks break on April 26<sup>th</sup> so either April 24<sup>th</sup> or very end of May. April 23<sup>rd</sup> for the annual meeting and the Strategic Plan.

Vanguard Council Chair- NAHU is asking that we have a new position on the state and local boards for a Vanguard Council member for the 2018-2019. Carol is going to get more information but keep this in mind when working on the new board.

Membership Drive- April 30<sup>th</sup> membership count ends, it looks like Region III is in good shape for winning some awards at NAHU. Feel the love Campaign January 17<sup>th</sup>- February 14<sup>th</sup> through NAHU- any new member that joins during the campaign they will get \$50 off national dues, members that have been billed and not yet paid will get the discount, members that lapsed and will now rejoin will also get the \$50 off. This was just approved by NAHU, and we only have a month to push this. Ohio has been chosen in Region III for a pilot new membership project with national they are going to obtain information on newly licensed agents, NAHU will send out information to these people and then they will let the state know who they reached out to. Debbie said that we should have lottery instead of the reimbursements or a gift card to anyone that joins. So, you can do one larger gift card or everyone that joins a smaller amount. We have only gained one new member, so we are not growing as much as we would like. Make motion through April 30<sup>th</sup> a new member will get a \$25 gift card state funded this is seconded by Sandra,

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all are in favor. Becky will need to make a flyer. Included in the packet what OAHU offers the locals make sure that you look them over remind the locals that you have money ready to come out. The annual meeting at the last annual meeting are the same delegates for this year because you are a delegate for 12 months and it has not been 12 months yet. Action: Jackie is going to send out the delegates for 2017 to the local presidents.

## **CCI**

All the chapters have contacted CCI for their CE's they have completed Cleveland and Columbus and the other three they have dates on the calendar. If each chapter could identify a member that has a large interest and CCI can meet with them one and one or meet with a large group in each chapter to do specific training. They have only gotten in front of some of Sandra's customers.

## **Legislative**

1332 waiver is the largest item we are working on, we have a sub committee that we are making suggestions to the ODI. It does not look like they are going to hit their deadline by the end of the month and they will be asking for an extension. We have a bill in the senate that we gave testimony on Tuesday which is the claim bill- Bob Hackett is on the committee. 42 Ohioans that will be at CAP conference at the end of February. The state must do it because of the last Ohio budget and it must be equal or better then what is already in place.

## **Treasurer**

Up about \$20,000 which is mostly from the additional \$20,000 from CCI expenses compared to the year prior which was a little higher, but the net income was a little bit higher. Comparison to our budget and the income was higher then projected and our expenses were lower then what was expected. We had \$20,000 for co-op and only 2794 and none was going to northeast or northwest and we are hoping that all chapters can take advantage of those dollars and keep in mind the scholarship money for \$500. NWOAU has budget for this year to get the co-op money.

## **WRAHU**

They are working on a video series about what WRAHU brings to the community about 30 second video and about 500-word article and write up. 2018 Platinum sponsorships lined up and more coming in. The videos will be honorable. The president is going to do the first opening article. Carol Conway and Mike Embry are coming for the April meeting

## **NWOAHU**

April is the product fair and CCI is going to give a class on the new program. June 21<sup>st</sup> tentative to get together for the live from NAHU. Mud Hens gathering on July 17<sup>th</sup> with a legislative CE. They have their slates filled for the April 11<sup>th</sup> product fair. They have three board members, the ken hall winner, region iii meeting and barb gerken of course. AC3s a good amount of them were submitted but is not sure that any were sold, all of Ben's were rejected.

## **Northeast**

Just had their monthly program- Mike was going to be there but his wife fell ill, and they are going to reschedule it. Rich might be helping and or taking over the program chair. In the social aspect a board member stepped up and they had a well-attended December meeting, there is another one tonight, April and July. Expo in March 21<sup>st</sup>- Golf outing on May 18<sup>th</sup>. Feb 21<sup>st</sup> a Medicare update meeting. Region III meeting in August will be in Cleveland this year. WE are going to open it to everyone trying to get interest.

## **CAHU**

Marijuana meeting in December raised \$1700 for the pink ribbon girls that provides meals, treatments and support for people with breast and reproduction cancer. Legislative Day at the casino, Janet is going to be there, Tim and John McGough should be a good event. Expo is well on the way, sponsors are lined up, speakers are set.

## **GCAHU**

Board meeting on the 4<sup>th</sup>, we don't have a whole lot planned for this. February 7<sup>th</sup> on the new CCI 360 program, a cap conference review in March and working on a program with Kroger in April. Program Chair is now travelling and is not able to help as much.

## **Membership**

Started at 604 and ended 605- got five new but lapsed 4 so we are bringing them on, but they keep leaving. 84.37 retention rate and NAHUs goal is 85%. Membership chairs are getting lapsed list please reach out to them. We want to do the best that we can from now to April for new members.

## **Annual Meeting**

April 23<sup>rd</sup> we will be looking for candidates for the OAHU board. If you are interested or if you know someone that is interested, and Debbie will be reaching out soon. We want some good candidates for the board roster again.

## **Program Chair**

Rich sent out an email to all of the program chairs and trying to get all of the locals to work together such as the mike embry situation. One of the big things that is missing at the locals are not having sponsors for the meetings. Rich wants to make sure that the locals are really working together.