

**FORT WORTH ASSOCIATION OF HEALTH UNDERWRITERS  
2018-2019 STRATEGIC PLANNING MEETING MINUTES**

June 29, 2018

Insurance Exchange, Arlington, Texas

**I. CALL TO ORDER.**

President Stacy Cochran called the meeting to order at 10:45am.

**A. Roll Call.**

Members Present: Stacy Cochran, President; Cliff Stubbs, Immediate Past President; Amy Adams, Vice President/Professional Development Chair; Krista Palmer, Treasurer/Awards Chair; Melanie York, Secretary/Membership Recruitment; Beth Christensen, HUPAC Chair; Debbie Gilbert, Legislative Chair; Lisa Freeman, Membership Retention Chair; Audra Sullivan, Trustee.

Staff Present: Laura Firestone, Executive Director.

**II. PRESIDENT OPENING REMARKS.**

Stacy welcomed everyone to the meeting. She reiterated the chapter mission and vision statements. She wants to encourage member involvement over this next year and to make the events more enticing for more members to attend and non-members to join the association. Membership is currently down to 156, 9 less since the beginning of the fiscal year. Stacy has asked that every board member recruit at least two new members and at least one current member to serve on the board and/or a committee. She asked that all board members make it their personal commitment to attend all board meetings either via in person or conference call.

**III. BOARD MEMBER GOALS/OBJECTIVES.**

- A.** To receive platinum certification, all board members must contribute \$12.50/month or \$150/year to HUPAC and must recruit at least two new members per year plus send out three operation shout email blasts.
- B.** The date of the annual golf tournament needs to be set and the course will be contacted for available dates.

**IV. 2018-19 CALENDAR.**

- A.** The 2018-19 calendar was planned out as follows:
  - 1. Jul 2018 – HSAs in the Era of Trump (Gentrie Pool), G&A Partners
  - 2. Aug 2018 – Senior Sales Symposium, Lone Star Park
  - 3. Sept 2018 – What to Expect From an EBSA Investigation (Keyashia Banks, DOL), Sponsor is TASC – “Bring Your Client Day”
  - 4. Oct 2018 – Are Your Ethics Compliant? (Krista Palmer)
  - 5. Nov 2018 – Vanguard Council Gripe and Give Membership Meeting
  - 6. Dec 2018 – No Membership Meeting
  - 7. Jan 2019 – Legislative Happy Hour; Skeet Shooting as separate event

8. Feb 2019 – TBA (Maybe EaseCentral CE and Sponsor)
9. Mar 2019 – Cap Conf Update and Legislative Breakfast
10. Apr 2019 – NAHU Certification Course – Medicare; Annual Golf Tournament
11. May 2019 – Top Golf event
12. June 2019 – Chapter Awards and Carnall Luncheon

**V. ADJOURNMENT.**

Meeting was adjourned at 11:45am.