

Minutes for Triangle Association of Health Underwriters Board Meeting

Date: December 11, 2007

Sponsor: Aetna

Speaker: Michael Miller, President, Continuous Growth, Inc

In Attendance: Liz Gutierrez, Beth Donner, Bill Hendrickson, Leslie McMillan, , Dean Holmes, Adam Nitkin, Dan Odorizzi, Christine Anderson, Renee Luongo, David Smith

Meeting called to order by Beth Donner at 11:00 am.

1. Review of October Minutes: Motion to accept November 13th Minutes by Liz Gutierrez, second by Renee Luongo. Approved

2. Finance Report: Presented showing P&L and P&L by class (membership and luncheons) Discussed cost of Luncheons and discussed again missing sponsorship money by Cigna, Blue Cross, and Wellpath. Payment for luncheons can be made online and discussed how you can pay all up front. There was a discussion as to whether or not you can make back payments online , and we were going to check into this for the next meeting. Motion to approve made by David Smith and Leslie, seconded by Rufus.

3. Reports (Executive Board/Committee Chairs):

President - Teri was absent so in her absence the President Elect, Beth again discussed the Cap Conference on February 2-4 and the importance of having representatives attend.

Membership - Dan Odorizzi reported membership at 192, with new members coming aboard. January we will begin our three-month long membership contest. Those members who recruit more than two members before the end of March get their name into a drawing for \$150. It will be advertised at each of the luncheons.

VP/Programs - Dean has reported the following programs for the next couple of months:

January 8th- Jerry Cooper-Assisted Living Association of NC
February 12th –Bob Parr-Alternate Funding for Small Business
March- Wake Med

Law & Legislation –Reminder,
Capital conference is set for February 2nd -4th in Washington D.C. Registration Reimbursement is 100%. Hotel = 50% reimbursement. LPRT = 5-10% discount. Discussed how time was running out to make reservations.

Awards – N/A

Public Service - Leslie McMillan-Wake County Habitat for Humanity has been set for May, more details to come.

Website - Credit card transactions is officially here. Please encourage all members to pre-pay online.

4. New Business: Under Forty Club to meet in Raleigh. Liz has requested some \$50 for food. Board approved \$100.00.

5. Save The Date: Leadership Training in Greensboro - May 30th and 31st at the Kouray Center.

6. Nahu Pac: Renee Luongo has reminded all of us that if we are not set up on bank draft to please do so.

Meeting Adjourned at 11:30 AM.

TAHU Membership Meeting Minutes: 12/11/07 and 12:00pm

Sponsor: Aetna

Speaker: Michael Miller President, Continuous Growth, Inc. "Talk Less-Sell More"

Attendance: 32

CE Credit: N/A

New Member Orientation 12/11/07:

1:00pm

Attendance: 0