

Minutes for Triangle Association of Health Underwriters Strategic Planning Meeting

Date: 8/28/07

In Attendance: Leslie McMillian, Dean Holmes, Ken Schaper, Bill Hendrickson, Teri Gutierrez, Chris Schoffner, Rene Lulongo, Tony Gutierrez, Liz Gutierrez

Meeting Called to Order by (Teri) at (5:38pm)

Welcome and Introduction of the New Board

Everyone takes a moment to introduce themselves and their new role on the board.

Part I

Introduction of Policies and Procedures

Teri discusses the origins and the purpose of the Policies and Procedures documents. The documents are the basis for the leadership role the board member has assumed.

The group then discusses each board member's responsibilities and brainstorms additional ones that may have been forgotten:

1. State Goals:

- **100% board recruitment**
- **Start an under 40s group**
- **Recruit 33 new members just from guests**
- **Recruit 28 new members from lapsed members**

- **Are there requirements to be a member? Yes, they need to be in the industry.**

2.TAHU Goals:

- **100% board recruitment**
- **100% triple crown**
- **Retain 88% of our members**
- **Silver seal- Teri can you give an update at each board meeting on where we are.**
- **Awards- Pacesetter, web, others**
- **Start an under 40s recruitment process.**
- **Have a membership of 225 as of June 30, 2008**

Wrap-up: Teri

Historically the strategic planning meeting happens in July/August. Teri suggests moving it to May/June and includes the outgoing board.

Meeting Adjourned 6:30pm.