



AAHU Strategic Planning Minutes

AAHU Strategic Planning meeting held on August 8, 2018 meeting held at A Lotte Vino in Casa Grande, AZ.
Call to Order at 11:11 am by AAHU President, Becky Kanoza

In attendance:

- President- Becky Kanoza
- Past President- Jeff Wilkinson
- President-Elect- Vacant
- Vice President- Vacant
- SAAHU President- Denisse Bravo
- Treasurer- Jeri Cunningham
- Secretary-Nicole Dyson
- Awards Chair- Nicole Dyson
- Membership-Charlene Hogeland
- Legislation Co Chair – Jennifer Farrell & Peter Rowe
- Professional Development Chair- Judy Johnson
- Communication- Jeff Wilkinson
- Media Relation Chair- Denisse Bravo
- LPRT Chair- Lori Crandall
- Vanguard- Michael Bravo
- Medicare Summit- Alicia Bishop
- SAAHU Treasure- Jennifer Magnuson
- Region VII RVP- Raymond Magnuson

Not in Attendance:

- GPAHU President- David Slepak
- Membership Retention & HUPAC- Andrea Brody
- Public Service Chair- Terry Rulon
- Fundraising- Michael Ward

NAHU Anti-Trust Statement as read by- Becky Kanoza

Associations are subject to strict scrutiny under anti-trust laws because an association is, by its nature a group of competitors joined together for a common business purpose. The anti-trust law requires companies to make certain decisions by themselves, not in conjunction with competitors. Therefore, associations and their members must proceed with extreme caution in certain area of activity to insure against violation of the antitrust laws. Discussions of current or future prices of commissions and refusing to deal with or boycotting any insurance carrier are among a number or areas specifically prohibited by the anti-trust laws and will not be permitted in today's meetings.

Presidents Report- Becky Kanoza

- AAHU Vision/Mission statement was handed out and read.
- Leadership commitment forms signed by all board members.
- Board Meetings will be held by teleconference -First Thursday of the month at 10am. Oct, Nov, March & May. January will be an in person strategic planning meeting in Casa Grande.

- AAHU dues will be raised to \$70 per year. Jennifer F. motioned to approve increase. Jeri seconded. All approved. Denisse Bravo objected. She is concerned since NAHU is already taking an increase and if the state increases it makes it hard for the local chapters to increase. She feels it's too much at once.

Treasurer's Financial Report- Jeri Cunningham

Jeri handed out the AAHU's projected budget for 2018-2019. Jennifer F. asked for her budget to be increased by \$1,000 for Legislative day. Judy motioned to approve the 2018-2019 budget, Jeff seconded. All approved.

Committee Reports-

- **GPAHU-** David Slepak- Not in attendance GPAHU Strategic Planning August 8, 2018.
- **SAAHU-** Denisse Bravo- SAAHU Strategic Planning August 22, 2018 3-5pm
- **Fundraising-** Michael Ward, Becky Kanoza reported they are keeping the same sponsorship packages.
- **Awards-** Nicole Dyson- Applying for the Land Mark Award, Seal certification, and Website award.
- **Membership-** Charlene Hogeland- Increase membership by 5%. Try to track down Zenefits members (40) who are set to drop off this year. She would also like the NAIFA list since the local chapters have closed.
- **HUPAC-** Andrea Brody- not in attendance. It was discussed that every board member should participate in HUPAC. The goal is for the entire board member to achieve Triple Crown.
- **Legislation-** Jen Farrell & Peter Rowe- Will be sending out more legislative information to the membership. They are currently working on a state operation shout on the ACA Hit Tax S.3063.
- **Professional Development-** Judy Johnson- State Symposium is scheduled May 2, 2019 at the Marriott (same location). She is working on speakers and would like to add more CE credits. She is looking for help. Jeri volunteered.
- **Medicare Summit-** Alicia Bishop- Is working on putting on a Medicare Summit. She would like to have it the first week of October. She is working on speakers, sponsors and locations. Her goal would be to have one in both Tucson and Phoenix. The board is concerned on timing of the event and advertising it. If this becomes an issue we will aim for this to happen in 2019.
- **Communications-** Jeff Wilkinson- Would like to continue newsletters and has updated the AAHU website. He is considering applying for the website award this year.
- **Media Relations-** Denisse Bravo- She stressed the importance of speaking with one voice.
- **Public Service-** Terry Rulon- Not in attendance. Becky handed out a flyer and would like for the state to be involved in "Dream Racer"
- **LPRT-** Lori Crandall- Would like more recognition for members that are LPRT. Scrolling names at meeting, flags identifying those on their name badges. She said that the process for applying is super simple and everyone should apply.
- **Vanguard-** Michael Bravo- Looking at doing an internship project for young adults interested in the insurance industry.

ADJOURNMENT

The President Becky Kanoza adjourned the meeting at 1:30 pm.