

**Arizona State Association of Health Underwriters 2017-2018 Strategic Planning Meeting
August 9, 2017**

Meeting Called to Order	Meeting called to order at 1:00 pm
Attendees:	Jeff Wilkinson, Becky Kanoza, David Slepak, Jeri Cunningham, Bernie Hynes, Nicole Dyson, Jennifer Farrell, Andrea Brody, Terry Rulon-Public, Ben Frelka, and Ray Magnuson Absent: Korina Gregg, Natalie Clawson, Michael Bravo, Michael Grossman, Heather McDougall, Judy Johnson and Denisse Bravo,
Mission Statement Vision Statement Theme	Mission Statement AAHU will improve its members' ability to meet the health, financial and retirement security needs of all Arizonans through education, advocacy and professional development. Vision Statement Every American will have access to private sector solutions for health, financial and retirement security and the services of insurance professionals. Theme for 2017-2018 "Teamwork makes the dream work"
Treasurer's Report Jeri Cunningham	AAHU Budget 2017-2018 was presented. Jennifer motioned to approve the budget, Becky seconded. All approved. Taxes due 11/1/2017 Insurance renewal 10/1/2017
Presidents Report Jeff Wilkinson	<ul style="list-style-type: none"> • Landmark Award- I would encourage everyone to look at this and see what we can all do to help. "Teamwork makes the Dream Work" • AAHU Symposium Attendance- this is one I need to put a measurable number to. We need to start planning this now, if you have speaker suggestions please send to Judy Johnson, Michael Ward, Shelly Winson, and me. This will be the beginning agenda item for board meetings • 1 Newsletter a month- I want to send one out next week so if you have anything to add please send it to me. I will make more assignments for future newsletters • 100% board recruitment- <p>For board meetings this is what we have decided with finalized dates coming soon:</p> <ul style="list-style-type: none"> • October- via conference call or GoToMeeting • First of December- via conference call or GoToMeeting • Mid-January- In person • Feb- via conference call or GoToMeeting • April- via conference call or GoToMeeting
Committee Reports:	
Membership/ Membership Retention Heather McDougall	Goal 100% board participation on recruit and retaining.
Legislative Jennifer Farrell	Day on the Hill- Planning for March, waiting for the schedule to come out which won't be until at least December. As soon as Jennifer gets it scheduled she will let everyone know. Lobbyist's has moved to another firm, however we will continue with the same lobbyist as long as the rates do not go up too much.
Communication	Newsletter: Monthly

Denisse Bravo <ul style="list-style-type: none"> • Newsletter – • Website- 	Website: Denisse will update and maintain. Any updates should be directed to her.
Programs/Education Judy Johnson	We are planning on having a symposium. We would like to have a larger symposium this year and if anyone has speaker ideas let Judy know. Judy would also like to have help with this committee. Let her know if you would be willing to help.
Media	No Report.
Golf	No Report.
Fundraising Becky Kanoza	Goal is to raise \$55,000 in sponsorship packages. Last year actual number was 57,489.00. Becky is going to look over the packages and does not think much will need to be changed. Her plan is to have the packages out by October 1 st . BCBS has already committed to the top sponsorship.
Public Service Terry Rulon	The goal would be to come up with a charity that would benefit both Phoenix and Tucson area. She is looking at coming up with a charity or project to do possibly at the state symposium.
Awards Nicole Dyson	The state will be following the Land Mark award criteria. Each of the committee members where handed the portion of the landmark award that pertained to their position. The awards won at NAHU Distinguished Service Award Ray Magnuson & Shelly Winson Blue Chip Award - Region 7 Top Small Region Award Pacesetter- Southern Arizona (SAAHU) Large Local Chapter Most New Members- Phoenix Large State Highest Growth Rate Chapter- ARIZONA Silver Seal- Southern Arizona (SAAHU)
HUPAC Andrea Brody	Andrea would like 100% of board participation in HUPAC. There are many ways that this can be done. One way is to do the bank draft of \$12 by 12. Another is to make a flat donation. It is very important to participate in HUPAC.
Vanguard Ben Frelka	Goal is to get the younger generation interested in the insurance industry. Discussed having an internship, going onto college campus's to recruit, etc.
Strategic Plan	Strategic Plan 2017-2018 *Follow mission/vision/theme *Apply for the Landmark Award *Update Bylaws & Policy and Procedures *Recruit 100 new members *100% board participation in recruiting *Focus on retention *Day on the Hill *\$55,000 in fundraising *100% board participation in HUPAC *Put on a State Symposium
Meeting adjourned	2:47pm