CENTRAL FLORIDA ASSOCIATION OF HEALTH UNDERWRITERS
February 01, 2005

PRESENT: Dave Gentry, Tammy Trzcinski, Vickey Wollan, Barbara Rennard, Buddy Anderson, Penny Smithers, Laurie Anderson, Dan George, Diana Popson, Bill Rennard, Raymond Luther, Diana Popson, Angela Branch, Dale Maloney, Linda Juliano, Laurie Anderson, Andrew Lawson and Penny Szafran.

ABSENT: Gayle Schreppel .

CALL TO ORDER AND PRAYER: Called to order at 3:37 pm. Prayer was given by Buddy Anderson.

PRESIDENT'S REPORT-DAVE GENTRY- Thanked everyone for continued efforts. National Association had board meeting. 19,489, national is up. Goal is 20,000. Ad co-op fund established with national. National will co-op up to 500.00 for media advertising. NAIC meeting- Brokerage Compensation. National NAHU is involved with what is going on.

SECRETARY REPORT-TAMMY TRZCINSKI- The minutes of the meeting were e-mailed prior to the meeting, and reviewed by the board. There were a couple corrections that Dave Gentry pointed out. They were corrected and e-mailed to the board. There was then a motion made to accept the minutes, with correction made. It was 1st- Buddy, 2nd-Vickey, all were in favor.

TREASURER-BARBARA RENNARD- There was a report turned in, please review. Not too much happened this month. The balance as of 1/31/05 is $10,644.82. There was a motion made to accept the Treasurers report, 1st-Raymond, 2nd- Diana, all were in favor.

MEMBERSHIP- VICKEY WOLLAN- There was a report turned in, please review. We got 3 new members. The total since Vickey took over is 28! There have been 22 billed that have not yet renewed. Treva, Rhett and Marylou are not coming back; Dale said he would call Marylou.

RETENTION- BILL RENNARD- There was a report turned in, please review. Bob Berk may be renewing under a different Company.

WELCOME COMMITTEE- PENNY SZAFRAN- There was a report turned in, please review. The sign in line is moving smoothly. Still waiting on new member nametags. It was mentioned we need to come up with a "welcoming" to new members, as well as list committee openings for them.

DIRECTORY- PENNY SZAFRAN- Report turned in, please review. Called Dixie Printing and hopefully this week will have a layout. We should have them for the February luncheon. We will hand them out as members sign in. We will have 2 tables in February, one for guest and members.

GOLF TOURNAMENT- DIANA POPSON-We have $9700.00 so far. Still have room for some golfers. Pfizer asked to donate golf bags. Preferred Benefits will do a hole sponsor. United, Aetna, Delta and Avmed, still waiting on them to sponsor. These are big ones. Without the big sponsors we are at 68 golfers. Our goal is $6000.00 to go to the House of Hope. We need 20 volunteers to help out. If you can, please e-mail Diana.

LEGISLATION- DIANA POPSON- Gallagher is looking at issues. Florida should not pursue part B. Hospitals are against the bed tax proposal. Florida has 1.6 billion additional revenue. Will have to have a big phone calling and e-mailing to get the F- HIP through. It is not looking good. State Board approved our talking points. Dale needs to call Farcas. Ready for Cap conference on Feb. 6-9. So far there are 22 going that are paid. Only 16 went last year! Mica has a town hall meeting in Maitland on March 3,2005.

FAHU PAC- BUDDY ANDERSON- Report turned in, please review. Collected $5032.00. Everyone took 2 membership forms for PAC. Any citizen in the State of Florida can contribute.

WEB SITE-DAN GEORGE- Report turned in, please review. Vickey asked about Grass Routes link. Does not feel Community Service and that should be connected. Dan will look into it.

PROGRAMS- GAYLE SCHREPPEL-Gayle was unable to attend. Dave said Scott Robinson changed talk to Becoming Commissions Crisis and how to protect yourself. This is for February. Looking for April, May and June sponsors.

MEDIA RELATIONS- ANDREW LAWSON- Report turned in, please review. Need to look into media now for golf tournament! Diana said to e-mail TV stations and WDBO, ect.

COMMUNITY SERVICE- RAYMOND LUTHER- He would like to focus on 3 things, House of Hope, Habitat for Humanity and Toys for Tots. We have a lot going on right now. Diana asked Raymond if he followed through with his offer of tutoring some of the kids at the House of Hope. He has not been able to as of yet. We should mention that at our upcoming luncheon. We need to find out how much cash donations House of Hope and Loaves and Fishes received in our December meeting by the next Board meeting.

AWARDS- PENNY SMITHERS- Report turned in stating no activity this month. Did mention that we need a chair for next year and suggested that Angela consider it.

EDUCATION- LAURIE ANDERSON- Report turned in, please review. Cigna will be on February 15th. Gave the January C.E. man a chance to reschedule, have not heard back as of yet. Spoke with someone about HSA class, asked for alternative. Open still for April and May. Talked about promoting the joint C.E. with CFAIFA for March 10th.

OLD BUSINESS- Credit Card report- Barbara is waiting on the machine. All is done and we went with Card Services International. It accepts only MasterCard and Visa.

Promotion of February luncheon- already covered, just make sure everyone's list is called!

NEW BUSINESS- Protocols for Employment Needs and Recommendations- (This has to do with the website).
We get request for someone looking for help or someone looking for work.
It needs to come from an active member and has to be with insurance service of some sort.
Dave said we got a call from someone asking to post and not getting posted.
If we get more and more request we should use the web site with a tab for employment and employees. Dan said that would not be hard to do.
We will post for a certain period of time, and they will have to let us know if they want it to stay posted.
There was a motion made to accept, 1st-Buddy, 2nd-Tammy, all were in favor.

MEETING ADJOURNED@ 5:08pm
NEXT MEETING- March 8, 2005- 3:30pm at Benefit Port in Altamonte Springs.