



National Association of Health Underwriters

America's Benefits Specialists

**Pgh-AHU
PO Box 6464
Pittsburgh, PA 15212**

**Atria's
October 11, 2006**

Meeting Minutes

Attendees:

Marcie Popek, Attracta Mulkerrin, Michelle Jordan, Don Balla, Beth Butler, Tom Patterson, Doug Moore, Dan Borecki, Kristin Bartone, Bill Glas, John Mueller

- I. Call to Order
 - 4:10pm by Marcie Popek
 - Quorum met

- II. Reading & Approval of Minutes from:
 - September 19, 2006 Meeting Minutes-tabled to next meeting

- III. President's Report – Marcie Popek
 - President Elect Interest
 - Would like next president to be an agent
 - Need to recruit more agents to become involved with the Board

- IV. Treasurer's Report – Tom Patterson
 - See August Treasurer's Report for additional details
 - Motion to approve: M. Jordan
 - Second: K. Bartone
 - See September Treasurer's Report for additional details
 - Motion to approve: D. Balla
 - Second: A. Mulkerrin

- V. Programs – D. Balla and B. Butler
 - Spring Event
 - A. Will try to connect with Dianne Coken's office in Harrisburg
 - B. Plan B: legislative lunch, private event at a country club contingent upon which legislator we can secure for the event.

- VI. Membership – D. Borecki
 - Current membership is 139 members
 - New Members
 - A. Lisa Valley Steliotas
 - Membership Target List, Membership Letter
 - A. D. Moore emailed Illana Maze with updated clean list
 - B. Will send letter and list with 50-60 target agents to D. Borecki

- VII. Legislative – D. Moore
- Fall Day on the Hill
 - A. CHIP expansion and Universal Health Care are the key topics for our lobbying efforts
 - B. Send instances of crowd out to D. Moore before next week's event
 - C. Press Conference to be held in Harrisburg on October 18th to address the issue of CHIP and why expansion is not a good thing to pass
- VIII. Communications – M. Jordan
- Presented "Working with the Media" to the Board
 - If contacted by the press, refer them to M. Jordan as the communications chair
 - Will be sending out the meeting agenda to our membership since the monthly Board meetings are open
 - Press Release to be sent following State Day
 - Need to do a quarterly newsletter through info@pgh-ahu.org.
 - Need to commit \$2,000 to an ad in the benefits edition of the Pittsburgh Business Times
 - Operation Shout
- IX. Awards – A. Mulkerrin
- Send any letters to the editor or OP ED to Michelle
 - Newsletter must be sent out to the membership
 - Membership drive must be completed by April 2007
 - Continuing ed needs to be offered to the membership
- X. Old Business
- Holiday Party-Save the date for 12/6
- XI. New Business
- Capitol Conference (January 29 through January 31, 2007)
 - A. Early registration is due by December 15th-please advise M. Popek of your intent to attend.
- XII. Adjournment
- Motion to adjourn 5:24pm
 - A. Motioned by: D. Borecki
 - B. Second by: M. Jordan
 - Next Stated Meeting is Tuesday, November 14, 2006 at Atria's (Wexford)