IEAHU Board of Directors Meeting		
1.7.2020	11:00am to 1:00pm	AGA Conference Room, Riverside CA

Meeting called to order	11:12 am
Invocation given by	Fern Musser
Type of meeting	Monthly IEAHU Board of Directors Meeting
SECRETARY/ROLE CALL & MINUTES	Dawn Carroll
Chairperson	Ashley Ingram
Attendees	Ashley Ingram, Dawn Carroll, David Christensen, Eric Terrazas, Joe Henehan, Fern Musser, Pat Reaume, Shari Boyce, LaKeshia Kimble, Yolanda Webb, Tim Flores, David Dutchover
Minutes Approved	FIRST: Pat R. | SECOND Eric T. | AYES: All

PRESIDENT'S REPORT

	ASHLEY INGRAM reporting.
Discussion	Discussion about the DOI Zip Code List and how to handle a database of over 15,000 to be able to Send eblasts to. The current method (MailChimp) will not work for this large size. Ashley will help to reach out to CAHU and Determine what might be a solution for eblasts to 15000+ email addresses. Also discussed annual membership meeting to be part of the April 9th 2020 Luncheon. Will also include voting on updated Bylaws.

FIRST:	SECOND:	AYES:	NAYS:

Action Items	Person Responsible	Deadline

PRESIDENT ELECT'S REPORT

	DAVID DUTCHOVER reporting.
Discussion	Symposium is right around the corner. Start having weekly Symposium Team meetings. Need help with: Contacting Exhibitors, Securing speakers/topics. Meeting weekly on Fridays for about an hour. David will set up the meetings And send invites.
Conclusions	

FIRST:	SECOND:	AYES: All	NAYS:

Action Items	Person Responsible	Deadline

TREASURER REPORT			
	PAT REAUME reporting.		
Discussion	Discussed reports. Senior Summit money has been received and reflected in the Balance Sheet		
Comparison Report. Also Symposium money is being collected and processed.			
Conclusions			
FIRST: Fern M	SECOND: Eric T.	AYES: All	NAYS:
Action Items		Person Responsible	Deadline

VOTING ITEMS			
Discussion			
Conclusions			
FIRST:	SECOND:	AYES: All	NAYS:
Action Items		Person Responsible	Deadline

COMMUNITY SERVICE REPORT			
	ERIC TERRAZAS reporting.		
Discussion	Recapped the Holiday Luncheon and donations raised for Steven's Hope. Were able to raise $4,912 to		
Help house a family for 2 months stay. Follow up with Tony C. for thank you for donating and for communicating to members.			
Participated (Eric, Dawn & family) in New Year's Eve walk for the Unforgettables. Will be working with Tim Evans for partnering			
On a project that would help families who have lost a child.			
Conclusions			
FIRST:	SECOND:	AYES:	NAYS:
Action Items		Person Responsible	Deadline

AWARDS REPORT

	YOLANDA WEBB reporting.
Discussion	Capital Conference – will be filing for Leg Award. Continuously working on the Pacesetter Award. Will Be reaching out to chairs for pieces that will need to be included in submission.
Conclusions	

FIRST:	SECOND:	AYES:	NAYS:

Action Items	Person Responsible	Deadline

MEDICARE REPORT

	YOLANDA WEBB reporting.
Discussion	Discussed with Bob Tretter the opportunity for Yolanda & Maggie presenting at NAHU Conference what it Takes to put on the Medicare Summit.
Conclusions	

FIRST:	SECOND:	AYES: All	NAYS:

Action Items	Person Responsible	Deadline

MEMBERSHIP & RETENTION REPORT

	DAVID CHRISTENSEN/ADRIANA MENDIETA reporting.
Discussion	1 new member – Daniel Pierce. Billed but not paid = 5. Declined/CC = 6. Lapsed members = 0. We are in good shape for our goal from Strategic Planning if we retain current members. Total membership = 155.
Conclusions	

FIRST:	SECOND:	AYES: All	NAYS:

Action Items	Person Responsible	Deadline

VANGUARD REPORT

	TIM FLORES reporting.
Discussion	Friday Happy Hour at Lake Alice in Riverside. Estimated $1500 for 40 people. Tim is working on Sponsorships. Possible date, March 6th prior to the Symposium. Need to discuss with Symposium Committee to determine Best possible date in consideration of the Symposium.
Conclusions	Tabled discussion for follow up with David D. and Symposium Committee. Date TBD.

FIRST:	SECOND:	AYES: All	NAYS:

Action Items	Person Responsible	Deadline

PROFESSIONAL DEVELOPMENT REPORT

	DENISE DAVIS excused – DAWN CARROLL reporting.
Discussion	We have a speaker for February Luncheon, but still need sponsor. Ashley will follow up with CalChoice As they have been interested in sponsoring. Programs schedule and sponsorship is set for April and May. Still need to work On June- possible Leg Update with CAHU speaker (Faith or Mike).
Conclusions	

FIRST:	SECOND:	AYES: All	NAYS:

Action Items	Person Responsible	Deadline

LEGISLATION REPORT

	KRISTIE SCAVARDA absent.
Discussion	
Conclusions	

FIRST:	SECOND:	AYES:	NAYS:

Action Items	Person Responsible	Deadline

PAC REPORT

	JOE HENEHAN reporting.
Discussion	March 3rd = California Primary. Pete Aguilar (Redlands), Mike Tanaka (Riverside) are on the ballot.
NAHU has given money to Pete Aguilar in the past election cycles. State candidates, Mike Morrell has retired his seat. There	
Are 3 candidates running. After February/March would be a good time to start PAC events. CAP Conference in DC = 5	
Chapter members are attending (Ashley I., Kristie S., David D., David C., Yolanda W., Joe H).	
Conclusions	

FIRST:	SECOND:	AYES: All	NAYS:

Action Items	Person Responsible	Deadline

COMMUNICATIONS & MEDIA REPORT

	SHARI BOYCE/DAWN CARROLL reporting.
Discussion	Shari is working on getting exposure for our chapter with other local resources like the Inland Empire
Magazine.	
Conclusions	

FIRST:	SECOND:	AYES:	NAYS:

Action Items	Person Responsible	Deadline

GOLF COMMITTEE REPORT

	BRYAN LENTZ absent – DAWN CARROLL reporting.
Discussion	Ashley/Dawn will reach out to Ron Baltazar to see if he would be able to help us with the 2020
Golf Tournament. Confirmed that June 1st @ Victoria Golf Club is the best date to secure for the tournament.	
Conclusions	

FIRST:	SECOND:	AYES:	NAYS:

Action Items	Person Responsible	Deadline

HOSPITALITY COMMITTEE REPORT			
	OPEN – DAWN CARROLL reporting.		
Discussion	38 confirmed attendees for this Thursday's Luncheon. Eric T. will be helping with Hospitality for this Luncheon.		
Conclusions			
FIRST:	SECOND:	AYES:	NAYS:
Action Items		Person Responsible	Deadline

OLD BUSINESS			
Discussion			
Conclusions			
FIRST:	SECOND:	AYES: All	NAYS:
Action Items		Person Responsible	Deadline

NEW BUSINESS			
Discussion			
Conclusions			
FIRST:	SECOND:	AYES:	NAYS:
Action Items		Person Responsible	Deadline

ADJOURNED	
Meeting called to adjourn by	Pat R.
Second by	Yolanda W.
Time:	12:33 pm

ADDITIONAL NOTES	

Membership Committee Report

Chair: David O Christensen	**Date:** 1.6.2020
Vice Chair: Adriana Mendieta	
Committee Members:	

NAHU Pacesetter Blueprint GOALS:	Points Possible	Points Earned YTD	Expected Completion Date	Completed
Additional registered attendees at NAHU DC Capitol Conference February 2020	5 Pts each **(Max 50)**		02/2020	
Active Committees: Membership. Provide individual committee reports or board meeting minutes to show active committee	5 Pts each **(Max 40)**		Monthly or Quarterly	
Hold new member orientations, separte from membership meetings. Documentation must include at least one of the following as documentation: List of attendees; Post event Board meeting minutes; Agenda; Website notice; Flyers	10 Pts each **(Max 60)**	10 Pts	03/2020	
Work with Vanguard. Establish or continue a New Agent Outreach Program to mentor and recruit new agents into industry. Documentation must include at least 2 of the following: Flyers; Invitations; Minutes that show the activity that occurred with this project; Can be a state-coordinated program	100 Pts **(Max 100)**		03/2020	
Work with Communications. Conduct a Member Needs Survey - separate from evaluation sheets distributed at events or meetings. Documentation must include ALL of the following: Copy of the dated survey; Survey results	50 Pts **(Max 50)**		09/2020	
Sponsor chapter membership campaign/contest. Document with both of the following: Event Board minutes; Announcements or promotional flyers. NOTE: If campaign or contest, it must last 3-6 months - can span two award years however must start in the current award year period	75 Pts each **(Max 150)**		08/2019	
Net membership gain. Net Gain Determined at August IEAHU Board Meeting	1% to 5% = 10 pts; 6% to 10% = 50 pts; 11% to 15% = 100 pts; 16% to 20% = 150 pts; 21% or more = 200 pts **(Max 200)**		03/2020	
Percentage of Membership enrolled in NAHU's bank draft program	10% to 20% = 10 pts; 21% to 40% = 50 pts; 41% to 60% = 100 pts; 61% to 80% = 150 pts; 81% or more = 200 pts **(Max 200)**		03/2020	
Work with Vanguard. Establish/maintain mentor program for new members. Document with at least two of the following criteria: Board minutes; Program outlines; Committee reports; Flyers; Attendance list	50 Pts **(Max 50)**			
Need to Achieve Triple Crown 100% Board Participation. 2 New Enrolled Members, 2 NAHU Operation Shout Outs, HUPAC Contributor	100 Pts **(Max 100)** if all BOD participate		03/2020	

Report of Activities this Month:

One new member Daniel Pierce Word & Brown. Billed but not paid 5. Declined 12.27.2019 4 members, two responded right and have update their billing. I received a Triple Crown Pin in Dec. Please read last line of report about Triple Crown Participation. Zero Members lapsed as of 12.31.2019

Adriana Mendieta will send out any new billed but not paid letters.

Action Items or Follow-Up	Assigned to	Deadline