

UAHU Board Meeting

Tuesday, April 11, 2017

Dental Select Board Room

Attendees: Craig Paulson, Bart Tapp, Lynn Strate, Crystal Cowley, Martine Smith, Brian Christensen, Beverly Holloway, Mike Sonntag, Karen Leonardi

Excused: Craig Symes, Rob Sautter,Carolynn Badger, Rayna Simmons, Jeff Hyde, Steve Nielsen, Tim Gill, Doug Bronson, Tim Jackson, Matt Spencer, Trenton Olson

Action Items:

- Craig to consider moving the strategic planning meeting up to June – look at calendar for possible dates and communicate with Martine.
- Martine to add Rep. Dunnigan as Legislator of the Year to the awards order
- Have Mike on a golf hole as HUPAC fundraiser for Sales Congress
 - o Do we have “I donated to HUPAC” stickers from Matt? – Martine to check
 - o Mike to determine what sort of competition he wants to have at the hole
- Craig and Martine to talk with Clay and make one of the next Sales Congress emails a membership campaign “Bring a Friend”

1. Welcome

Review anti-trust statement

Motion to approve minutes from March meeting seconded and approved

Review previous action items

- Beverly received all documents she needed for the awards filing

Review Prior Month Activities

- March CE lunch was extremely successful
- March ethics lunch for the Northern Chapter went extremely well
- Brain attended the March and April regional membership call

2. Committee Reports

Treasurer – Lynn

- Sales congress money is coming in now which is helping our P&L.

Legislative Report – Mike

- Spoke with Rep Dunnigan about the Balance Billing – we like the idea of starting with a Senate sponsor for this next year. Issues that we’re facing:
 - o Docs want usual and customary +5% but some carriers are not willing to provide what their U&C is
 - o Didn’t like utilizing the average in network payment since some carriers are much higher than other carriers
 - o Carriers were on board with a multiplier of Medicare but physicians weren’t happy with this
 - o Will likely pitch a test period

Awards – Beverly

- We have submitted our awards paperwork and earned more points this year than we did last year.

- Awards year starts now – lets not wait for the new board to get started. Things we can start on now:
 - o Consider doing a Health Insurance Awareness Day over the summer
 - o Promote designations, LPRT and NAHU website during lunches and newsletters
 - o Leadership Meeting – possibly split strategic planning and leadership into 1 day.
- Want to plan on a monthly newsletter – having a new communications chair will help
- Encourage the Northern Chapter to go for the Silver Seal
- Will do a membership survey in October

Media – Bart

- Craig P was interviewed this last month but the article didn't mention UAHU, only NAHU.
- Bart will send a media release about sales congress

Membership – Brian

- UHC Membership Drive is going well, they will continue to meet with brokerages over the next few weeks and promote UAHU. We've seen some membership increases already from this effort.

Retention – Carolyn

- Craig to send Carolyn email checking on the Regence memberships that have recently lapsed

Northern Chapter – Karen

- o March event went great. Had 60 agents attend
- o Board for this next year changing some. Doug will step out all together and the team will add new volunteers

3. Sales Congress

- All speakers are lined up
- Martine wrapping up the AV situation
- Using the same food vendor as last year but upgrading the breakfast
- Setup will be from 3:00 – 6:00 Tuesday (After Golf) – will need board members available to help
 - o Can we get everything for the bags by May 1st so we can stuff them ahead of time?
- Next email will be a membership campaign “Bring a Friend” – Martine and Craig to talk with Clay

Meeting Dismissed

DATES TO BE AWARE OF:

MEETING	DATE	LOCATION
May Board Meeting	May 9, 2017	Dental Select
UAHU Sales Congress (Golf)	May 16, 2017	TBD
UAHU Sales Congress	May 17, 2017	Cultural Celebration Center
No CE Lunch in June		
July Lunch	July 19, 2017	IASIS Building