



Regional Development / Membership Committee
September 22, 2010

Attendees: Sara Nofziger, Emily Osetek, Dennis Kasper, Kathy Canny, Barry Haitoff, Susan Chandler, Brad Lund, Michelle Botana, Sherri Dumford

Absent: Todd Gillis, Kyle Shupe, Susan Chandler

Agenda:

- 1. Welcome the newest member to the ISAM staff – Brad**
Sherri Dumford has joined the ISAM staff and will be managing the new regional structure. The KAVI tool has been acquired to help in this endeavor as well as with all the Committees.
- 2. Call for regional chairs**
On October 13th at 12 noon PT we will hold a call for all current regional chairs and all those that are interested in becoming a regional chair. Michelle will send a reminder.
- 3. How did the ‘mentoring a member’ work in St. Louis?**
 - a. Follow up with all new members in your region by phone, email or card by mail**
First go at mentoring went well, chairs met new members and will be following up with them by email or mail. We will continue to do this at the Spring Conference.
- 4. Welcome new members – spreadsheet attached**
 - a. Please complete your region with the sample verbiage for phone and email contact. – Please complete by our next call.**
 - b. Please return the info to Michelle for tracking purposes.**
- 5. Non renewing members – spreadsheet attached**
 - a. Please complete your region with suggested questions attached – Please complete by our next call if you are comfortable making these types of contacts.** Anyone not comfortable in doing this please send an email to Sara.
 - b. Please return the info to Michelle for tracking purposes.**
- 6. First Party biller – Barry**
 - a. Please complete the calls to the first party biller – spreadsheet and questions attached – please complete by our next call.**
 - b. Please return the info to Michelle for tracking purposes.**
- 7. Other items to discuss?**