

Business Partnership Council Meeting Minutes*Risk Management & Insurance**July 12, 2017**9:00 am – 10:30 am**Education and Training Center (ETA101)*

ITEM 1. WELCOME-ROBERT NORBERG, CHAIR

Discussion: Chair, Robert Norberg opened the meeting and welcomed the members at 9:05 am. Also, the new members Mr. Rubiera and Mrs. Pearson had the opportunity to share briefly their backgrounds and their involvement in the Insurance Industry.

Data Source: N/A

Action: N/A

ITEM 2. APPROVAL OF APRIL 28TH, 2017 MINUTES

Discussion: Minutes were approved from April 28th meeting.

Data Source: N/A

Action: Motion offered by Brendan Lynch, Seconded Kathy Bonner. Vote: All in favor. None opposed.

ITEM 3 PLANNING OF PANEL DISCUSSION FOR STUDENTS:

Discussion Members were able to discuss the Panel Discussion event for September 13, 2017. They discussed the type of panelist for the event. They are seeking candidates in the areas of Company executive, Agency owner/manager, Producer/sales manager and Claims. Ms. Posadas was able to share the logistics of the event such as room set up, time, marketing the event. Members suggested to market the event on social media platforms, high schools, and within their companies. Also, they discussed a strong tag line that will catch the attention of the audience.

Data source: N/A

Action: Members will make a final decision of the panelists via e-vote. Therefore, members will submit name(s) of prospective candidate(s) by Wednesday, July 19th, 2017. Also, members will send suggestions on a tag line for the flyer.

ITEM 4. BPC GOALS AND OBJECTIVES FOR 2017-2018

Discussion: As a goal, members will continue working on increasing the enrollment.

Data Source: N/A

Action: N/A

ITEM 5. UPDATES:**❖ Outreach Efforts – Classroom Visits, Advisors' meeting, Videos, Info Sessions**

Jenny mentioned that she has been visiting the classroom and conducting information sessions with Mr. Norberg. Future classroom visits will be schedule for the Fall Term. Next information session is on August 31.

❖ RMI229187 – Fundamentals of Risk Management & Insurance Status – Jenny was able to give a status update on the class – as of today, there is one student enrolled in the class.

Data Source: N/A

Action: N/A

ITEM 6. MEETING EVALUATION

Discussion: Members filled the forms.

Data Source: N/A

Action: Forms will be send to the Administration Team.

ITEM 7. Next Meeting Date

Discussion: Members discussed the next meeting and it was set for Friday, August 11, 2017 at 1:00pm in Room ETA 101.

Data Source: N/A

Action: Unfortunately, Jenny saw the wrong calendar and gave the wrong date to members. The college is closed on August 11th. Therefore, she will send an email with a new date.

ITEM 8. Other

Discussion: Kathy Bonner was able to share information about training opportunities for the Insurance industry.

Data Source: N/A

Action: Mrs. Bonner will send information to members.

ITEM 8. Adjourn

Discussion: Meeting was adjourned at 10:15 am.

Discussion: N/A

Data Source: N/A

Action: N/A

ATTENDEES:

Robert Norberg – President of Independent Insurance Association of Palm Beach County (IIAPBC)

Kelli Straub, Jacobs Insurance Agency

Katherine Bonner, Director Client Education and Training Programs - CareerSource PBC

Kala Hennessey, Sales and Marketing Representative - Joe Taylor Restoration

Brendan T. Lynch, AIP AAI - Plastridge Agency

Nirio Jorge Rubiera, CEO - Walter Agency

Margaret Pearson, District Sales Coordinator - An Independent Agent Representing AFLAC

Lashonda Johnson, Administrative Assistant II – Palm Beach State College

Jenny L. Posadas – Program Director – Palm Beach State College

Submitted by: Lashonda J. & Jenny L. Posadas
Scribe