



Aesthetic Medical Providers of New Hampshire
Meeting Minutes of June 14, 2022

The regular monthly meeting of AMPNH was held via Zoom on June 14, 2022, at 7:00pm.

MEMBERS PRESENT: Zubin Batlivala, MD
Jennifer Flemming, APRN
Tanya Lawson, DO
Ericka McCarron, RN
Sarah Proulx, PA
Nicole Schertell, DO

CALL TO ORDER

Ericka McCarron called the meeting to order at 7:04 pm.

LOBBYIEST UPDATE

Tanya Lawson referred to the A10 Associates correspondence previously provided via email to all members with the evenings meeting link. She gave a brief overview of the document which includes a summary of what A10 is currently doing on behalf of AMPNH. Tanya noted the House Committee's study would begin mid-late July through August. Once the study is complete a report will be written and submitted. Representative Grote will have multiple studies going on simultaneously, therefore this study may not be her priority. Tanya underscored the continued importance of the work being done by A10 behind the scenes in their effort to remain connected to key players on the Committee, attending events to establish a presence, while striving to ensure AMPNH is included in the study and all discussions moving forward. She is hopeful she will set up a call with the Committee Chairman Carol McGuire in the near future.

Zubin Batlivala suggested a 3-month hiatus from the contract with A10 while the study is being completed to save money for the non-profit. He requested the board discuss then make a motion to decide on whether or not to pause the contract.

Tanya reiterated that even while the study is taking place the A10 continues to assist AMPNH in by continuing to ensure AMPNH is kept up to date and engaged with key players. While the next few months may appear quiet, there is a possibility that things will ramp up quickly once the study is submitted.

Nicole Schertell requested to have members review the financials prior to voting on a motion. After a budget discussion, Sarah Proulx indicated that there is approximately \$12,000 in the budget to cover monthly expense through August. It was determined that was enough money to cover the cost of continuing a contract with A10 Associates during the OPLC study. Additional enrollment of two members per month plus upcoming fundraising will also assist in providing a helpful financial buffer for the future.

Tanya requested Nicole send her information regarding the insurance agreement.

On a motion by Zubin Batlivala, the Board voted on the continuation of the current contract with A10 Associates during the three-month time period the House Committee study takes place.

Vote: 5-1.

Vote in favor of continuing the contract with A10 as is currently agreed upon.

BOARD MEMBER PROTOCOL

Currently several board members are continuously absent from AMPNH monthly meetings. Similarly, some members have also neglected submitting their dues in the requested timeframe. As such, this has the potential to create issues with voting, accountability of action items, and financial statements. There was a brief discussion regarding revisions of the bylaws to ensure greater accountability for members and board members, while ensuring protocols are in place and followed in the event of board member terminations and/or resignations.

Zubin reiterated that there absolutely needs to be a revision to the bylaws that will directly address board members that continuously choose not to participate.

Nicole read several current sections of the bylaws related to board member attendance and termination. After a lengthy discussion it was decided the following revisions would be made to the bylaws:

- A minimum of five board members will be required to be in attendance for voting to take place.
- Board members are allowed 3 unexcused absences in a 12-month period.
- The current verbiage regarding board member reinstatement will be withdrawn from the bylaws.
- If a member's dues are unpaid past the 30-day payment period, then their membership will be terminated.

Revisions to the bylaws will be voted on for approval at the next regularly scheduled monthly meeting.

Tanya reminded everyone to reach out to doctors and nurses within their own practices as well as other colleagues to reiterate the benefits of being an AMPNH member. She suggested a goal of the group striving to get 10 new members this month.

AMSPA UPDATE

Tanya will be scheduling a meeting with AMSPA for those who may want to attend. She will send potential meeting dates to the group (most likely a midday/lunch meeting time). The purpose of the meeting, to discuss AMSPA's alignment in terms of the bill and to share AMPNH positions. The AMPNH lobbyists have reiterated the negative effect alone from the article posted on the AMSPA website regarding their stand on single use Botox vials.

FUNDRAISING UPDATE

Nicole and Tanya gave an update on potential venues for a fundraising event. Labelle Winery in Derry can host the event on Wednesday, August 3rd. The venue can hold up to 200 guests and the tented space is 2,400 square feet. They have offered to wave rental fee and lower the food/bar minimum.

Nicole will reach out to the casino company to ensure they are also available on August 3rd. The casino company will set up tables with games at the venue. Guests will have the opportunity to gamble with fake money (which will be part of the donation). The casino can set up 6 Blackjack, 2 Rolette, 2 Craps tables and 1 Money Wheel. 16 dealers will be provided. Total cost \$7,150.

Board members discussed asking for sponsorship for each table to eliminate the casino cost. One option is to have 13 sponsors and charge \$1,000 to sponsor a table. Another idea, to have less sponsors but require a greater buy-in charge i.e., \$2,500 - \$5,000 and/or gold/platinum level sponsorship. Sponsors can decorate their table, provide swag bags etc. The event will provide valuable exposure for sponsors to both those in the industry as well as patient marketing exposure.

It was suggested each AMPNH member will be required to sell 10 event tickets. Price to be determined.

Board members will reach out to their rep connections from the following: Cartessa, BLT, Palladium, Allergan, Galderma, InMode, Lumenis, Alma

Nicole will reach out to the venue to secure the date and any deposit that is required. Tanya and Ericka offered to assist with the deposit (with future reimbursement) if funds were needed asap for down payment.

Nicole and Tanya will discuss possible sponsorship levels and commitment time frame then forward the information to the group.

Tanya suggested informing potential sponsors AMPNH is limiting the number of vendors and that tables will be offered on a first come first serve opportunity. Tanya will also reach out to Audrey who has a lot of helpful connections. She reiterated that the event should be utilized as a recruitment event for joining AMP-NH as well.

Ericka will reach out to BTL, Zubin to Abbvie & Allergan, Sarah also will reach out to Chris Brickett at Allergan and Tanya will reach out to Scott at Cartessa.

Nicole will create the sponsorship sheet to provide potential sponsors as well as secure the venue and casino company for August 3, 2022.

Jenn reiterated this event is like no other in any other state. To remind potential sponsors this event is also about building relationships, they may connect with a new provider, new people, all while showing support for their existing provider clients that buy their products. A networking event that is good all around!

A special meeting of ANPNH members will be held Tuesday, June 21st at 7:00pm via Zoom to discuss the details of the fundraising event.

The next scheduled monthly meeting of AMPNH will be held Tuesday, July 12th at 7:00 pm via Zoom.

The meeting was adjourned at 8:26 pm.