

Financial Planning Association of Maryland COMMITTEE REPORT

Committee Name Public Relations

Chair Jason Abosch

Date August 14, 2007

Committee Members:

Linda Tice (NAWBO) ; Dena Frankel (MCFL)

New Members as of last committee report:

0

Members that have left since last committee report:

0

Updates:

On October 2, FPA of Maryland members will shepherd 100 Harlem Park Elementary students through Junior Achievement's mock entrepreneurial city, BizTown. We have 25 volunteer slots to fill. Committed volunteers include Jason Abosch, Anneliese D'Souza, Tiffany Lymon, Robert Wasilewski, Scot Stark, Patti Farrell, plus four or five people from Pinnacle (per Dwight's email). Others who may be able to volunteer include, Elaine Shanley, JoAnn Huston, Rosemarie F. Cohen, Mary Martin, and Pam Gilmour. We need additional support from the membership at large. Training before the event will take two hours and is available between 6pm and 8pm on September 26, and between 10am and noon on September 27. Our event is publicized on www.financialplanningweek.org.

Upcoming Events:

FP Week activities described above.

Concerns/Issues:

- 1) Should we let Junior Achievement handle the PR or work in conjunction with them? They seem to be protective of their brand.
- 2) Who else may be able to volunteer?

Upcoming Committee Meetings (time, date, venue):

N/A

Succession strategy:

Not yet identified.

Financial Planning Association of Maryland COMMITTEE REPORT

Committee Name Membership

Chair George Jankiewicz (Acting)/ FMC reporting

Date August 14, 2007

Committee Members:

Membership Retention/Mary Dunlap, Chair

- January Relationship Manager/John Moore
- February RM/Kim Anderson
- March RM/ _____
- April RM/ _____
- May RM/ _____
- June RM/ _____
- July RM/ _____
- August RM/
- September RM/Sharon Seal
- October RM _____
- November RM _____
- December RM/Kalen Baxter
- Eastern Shore RM/Glenn Ankenbrand

Membership Recruitment/No Current Chair

Membership Services

Education Outreach/Dwight Mikulis, Chair

- Joe Garrison
- Ronn Nuger
- Tylor Claggett
- Doc Steedle
- Bob Schadt

New Members as of last committee report

NONE

Members that have left since last committee report

NONE

Updates:

As of today, in spite of the paucity of volunteer help, **net** membership has increased by 22 members since the date (8/30/2006) of the chapter's last "recognition" membership mark. As of July 31st, the chapter has added 32 new members and six members have changed their affiliations to FPA of MD.

Concerns/Issues:

- Loss of "manpower", which exacerbates leadership/succession planning, not to mention the ability to staff the various sub-committees, is a concern.
- A complete analysis of overall membership growth, **with a focus on retention**, is warranted and will be performed.

Upcoming Committee Meetings (time, date, venue):

The Retention Sub-committee meets by phone at 9 AM on the third Thursday of each month.

Upcoming Events:

Later this month, the Education Outreach Sub-committee will advertise a call for applications for the second 2007 \$1K scholarship award.

Succession strategy:

- Whereas there has been no one identified to accept the committee chair, George Jankiewicz has agreed to chair the Education Outreach sub-committee in 2008.
- Retention sub-committee member Sharon Seal is unwilling to move to a leadership position until late in 2007, if then.
- I am meeting with member Ann Fenwick on August 28th to discuss leadership opportunities with her.

Financial Planning Association of Maryland COMMITTEE REPORT

Committee Name Partners

Chair Joe Garrison

Date 8/14/07

Committee Member names:

Dan Reilly
Joe Bouffard
Joe Garrison (Chair)
Lori Silverthorne
Rosemarie Cohen
Tres Hughes

New members (names) since last committee report:

None

Members that have left (names) since last committee report:

None

Updates:

- We had a committee meeting yesterday. See notes attached.
- I will be speaking with Jason Abosh to work on establishing a liaison between Partners Committee and Program Committee
- We are going to start speaking with existing partners to find out about their satisfaction and get an idea of who is going to renew. This will be done either at the upcoming meeting or through phone calls to partners.

Upcoming Events:

None

Concerns/Issues:

I have a gut feeling that renewals will not be as high as we've seen in the past. I have no concrete facts to support this – it is just a gut feeling that I have. Hopefully we can get a better idea of this in the next month or two.

Upcoming Committee Meetings (time, date, venue):

Per our plan of work, we meet on the first Monday of the even months of the year. Typically this is done via conference call. Our next meeting is on 10/1.

Succession strategy:

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| I made mention of a successor chair at our last meeting. I will be speaking privately with committee members to see if anyone is interested and try find a suitable successor. |
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FPA of MD Partner Committee Meeting

August 13, 2007

In Attendance: Joe Garrison, Tres Hughes, Dan Reilly and Mike Curley

Agenda:

- Discuss development of brochure to be used in lieu of the current benefits flyer
 - We need volunteers to write a paragraph describing and explaining each feature (see benefits flyer attached)
- Discuss round tables and future usage of them.
 - Program committee mentioned the idea of doing roundtables in lieu of partner speaking arrangements
- Volunteer to be a liaison to the program committee
- Develop Survey Monkey for Partners
- 2008 Partners
 - FPA Seattle 2007 Sponsors (see attached)
 - Others ideas for sponsors (last meeting there was mention of surveying our current directory of members for potential partners)
 - Renewals
- Successor committee chair

Discussed:

- We will revisit dividing up the brochure descriptions when we have more committee members involved in the discussion. Possibly send around an email and have members sign up.
- At the September meeting, we will have a 50 minute long round table session.
- The round tables have been well received by members, with the only complaint that 30 minutes is too short of a time because they end when the discussion is just getting good.
- In September, the program committee was able to extend the time because we only have one partner presenter.
- In November, we have two partner presenters and the program committee want to see if we could ask those partners (or possibly one of them) would like to do a round table for 50 minutes in lieu of their speaking slot
- There would still be two other partners allowed to lead round tables at that meeting
- The concern is that we would in essence be asking a platinum partner to trade a speaking slot for a round table that they could have the opportunity to lead if they were a silver partner
- We decided this was not a good idea and will maintain our offering that American Funds and Success Business Services will both do the usual speaking arrangement at our November meeting
- We discussed that the last partner survey monkey had dismal participation (4 respondents).
- We want to engage the partners and do something to facilitate their response.
- It was discussed to do a survey monkey and then call partners who do not respond
- The goal of the survey to get feed back and assess satisfaction and renewal potential
- The idea of committee members taking a few moments at the September to speak with partners was given
- We are going to try this out
- We may still do the survey monkey since it costs the chapter nothing to do it
- Dan was the only committee member left on the call when we discussed the 2007 Seattle sponsors. He does not know any contacts at the companies sponsoring.
- Dan is going to see about any National Capital Partners who may be interested in getting involved at our chapter when he attends his next meeting down there.
- Joe is going to get in contact with Laserfiche
- Mention of a successor chair was made to get the committee members thinking about it. Joe will approach members privately to discuss their interest more.

Financial Planning Association of Maryland COMMITTEE REPORT

Committee Name Program

Chair Charlie Wolpoff (Acting)/Jason Abosch (FMC reporting)

Date 8/14/2007

Committee Member names:

Pam Gilmour, Chair/ Social Meetings Sub Committee

Doug Jones, Jeff Merwin, Shirley Bors, Jo Ann Huston, Raymond Heidel/CE Seminar Sub Committee

New members (names) since last committee report:

NONE

Members that have left (names) since last committee report:

NONE

Updates:

- July CE Seminar stats:

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|---------------------------|----|
| Total reservations | 46 |
| No-shows | 3 |
| Walk-ups | 3 |
| Total attendees | 46 |
| Speaker no-charge guests* | 2 |
| Partner no-charge guests* | 11 |

*included in total attendees

Survey Monkey post-meeting survey response was 19 of 46 mailed (41.3%). Detailed results are available at

http://www.surveymonkey.com/sr.aspx?sm=6rMrgDjPNq6u4zbQQ419DhX8hjfwaetxekZjvBE_dph8_3d.

- The September and November CE seminar agendas have been finalized. The hard copy meeting notice for the September seminar was mailed to members and non-member CFPs the week of August 13. The agenda for the seminar has been posted on the website (<http://www.fpamd.org/events.php?EID=746>).
- The FP Week program is discussed in the PR Committee report.
- The committee has yet to define the venue for the final networking social.

Upcoming Events:

Thursday, September 13th, @ Columbia Hilton – CE seminar

Tuesday, October 2nd @ Junior Achievement BizTown – FP Week activity

Thursday, November 8th @ Pikesville Hilton – CE seminar

Thursday, December 13th, location to be decided – Networking Social

Concerns/Issues:

Uncertainty regarding programming requirements for 2008.

Upcoming Committee Meetings (time, date, venue):

No meeting is currently scheduled. The committee awaits direction from the board regarding programs for 2008. In the meantime, the committee continues to expand its list of topics and speakers for 2008.

Succession strategy:

Jason Abosch has agreed to chair the committee through 2008.

**Financial Planning Association of Maryland
COMMITTEE REPORT**

Committee Name Government Relations

Chair William Bissett

Date August 15, 2007

Committee Members:

None

New Members as of last committee report:

None

Members that have left since last committee report:

Josh Itzoe

Updates:

- 1) Attended Maryland Chamber of Commerce Tax Committee meeting to talk about upcoming tax legislation
- 2) Tax on Services still seems to be on the backburner, but we need to continue open line of communication with members and legislators.
- 3) FPA-PAC contributions were very good for the last few months.

Upcoming Events:

None

Concerns/Issues:

As always, obtaining committee members is the top concern.

Upcoming Committee Meetings (time, date, venue):

None

Succession strategy:

None at this time.