

**Missouri Higher Education Savings Program  
Minutes of the MOST Board Meeting**

Harry S. Truman State Office Building, Room 400  
301 W. High Street  
Jefferson City, Missouri  
Wednesday, June 3, 2015

**Item I: Call to Order**

Treasurer Clint Zweifel called the meeting to order at 1:00 p.m. He introduced to the board, Nicole Hackmann as the Director of Banking and Investments and Angela Williams as the new Ascensus Field Representative for Eastern Missouri.

**Item II: Roll Call**

MOST Board Members present were Treasurer Clint Zweifel, Director Mike Downing, John Klebba, and JR Lawless.

Treasurer Zweifel's office staff present were: Nicole Hackmann, Meg Lewis, Angie Robyn, and Sarah Swoboda.

Ascensus/Vanguard/DAWM staff present were: Teri Davidson, George DuCasse, Stewart Duffield, Janet Kottman, Dave Malone, Lindsey Scarpati, Susan Thanepohn, and Angela Williams.

**Item III: Approval of Minutes**

Treasurer Zweifel moved to approve the March 11, 2015 Board meeting minutes. John Kelbba seconded the motion, and the motion passed unanimously.

**Item IV: Follow Up Items**

Stewart Duffield presented information regarding MOST Direct – Peer Group Analysis. Discussion ensued.

**Item VII: Quarterly MOST Report**

Stewart Duffield reported 1<sup>st</sup> quarter direct plan results. Teri Davidson presented 1st quarter marketing data and commented on 1<sup>st</sup> quarter initiatives. Janet Kottman reported on field team efforts for both sides of the state.

**Item V: Direct-Sold Marketing Plan Approval**

Teri Davidson highlighted key points of the 2015-2016 Direct-Sold Marketing Plan

**Item VI: Advisor-Sold Marketing Plan Approval**

Lindsey Scarpati and Susan Thanepohn highlighted key points of the 2015-2016 Advisor-Sold Marketing Plan. Treasurer Zweifel moved to approve both the 2015-2016 Direct-Sold & Advisor-Sold Marketing Plans. John Kelbba seconded the motion and the motion passed unanimously.

**Item VIII: Quarterly WATCH Report**

Treasurer Zweifel presented the WATCH Report.

Treasurer Zweifel moved to adjourn. John Klebba seconded the motion and the meeting adjourned.