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**To :** [president <president@kusa.ca>](mailto:president@kusa.ca) [+], [external@kusa.ca](mailto:external@kusa.ca) [+]  
**Subject :** gallivan

Danish, Harvey:

You guys have no idea how much work there is to do in order to setup AND continuously administer this health plan. Its been almost a month and nothing has really happened. If we are to opt out and administer this things you two have to take it seriously. That includes, among other things, comming to the office and preparing a game plan. This is what I can think of JUST off the top of my head right now:

- 1) Referendum must be prepared, conducted and presented
- 2) Dealing with Gallivan after they find out about the referendum (they must also be given notice about it going to take place)
- 3) IMMIDIATELY taking over operations because who know if they are going to do a good job (knowing in advance that they are leaving) after they find out results of referendum.
- 4) Have another carrier ready to handle almost 6,000 clients by sept! at a competative rate too! with virtually the same coverage already offered. Students are not going to take a cutback to services on the plan (especially when the fees they pay are unchanged). The carrier you choose must match what gallivan is ALREADY doing.
- 5) Setup of your own company (if you need a brokerage license etc...) as part of the company setup... this requires research
- 6) Who will you have running the company (are either one of you going to resign or not?) or will you have someone trust worhty enough between BOTH of you to administer the company?
- 7) Negotiating and TRAINING staff on all campuses. Gallivan has enough problems with THIS staff, and they are an established company.
- 8) Creating logos, brocheurs, designs, business cards (once the company if formed). Don't forget that student can start opting out as SOON as they pay their fees (registration begins in June/July!!) students will be comming to the health office BEFORE that for questions etc...
- 9) Have you guys calculated the finances of STARTING the operations? do you have enough to pay the insurer even though the KSA will not the initial start up capital to fund the project, maybe or maybe not, you know our cash flow situation is irratic...
- 10) What about an information session to the student, introducing yourselves (the company) and how you are BETTER than gallivan (why the students voted to remove gallivan etc...) You are the front lines of the students. The health plan is the biggest service that we offer. If you fuck up then the ksa looks bad as a whole.

You can't stay hidden in your offices like you do now, for the most part that is. Just understand what it is you have to do, and stop bicking about one another or me or anyone else. Just get moving on this thing before its too late... This formal dance thing MAY MAY... throw a wrench in the system... lets focus on the money makers, not other bullshit like personal problems etc... lets crush all this other bullshit and move quickly! douglas and langara await, not to mention perhaps SFU!

Good Luck, don't say I didn't help/warn WELL in advance. Save this e-mail. I HOPE we don't have to go back to this months down the road when things are not on schedule...

Good luck!

Lets setup a meeting... both of you take the initiative to do so!

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