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## M. ORR CORRESPONDENCE

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#51 M. ORR CORRESPONDENCE

## 

### Achieving Goals:

#### Making Your Mark as a Board Member

As a member of your organization's Board of Directors you have been chosen by your peers as a leader in your field. You may have been just elected or you may have been involved in a leadership position for several years. In either case, your job is an important, responsible one.

The function of the board of directors is to establish and review major policy and plans of the association. Board members have specific legal and fiscal responsibilities to the members of the association.

As a board member, you will be preking as cooperation with your chief elected difficer, what tellow board members, your association describes and coor membership. This brochord is described to help to achieve your goals and make your mark as a member of the board.

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American Society of Association Executives 1515 Eve St. A. W. Washington, D.C. 20015

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# H. OKK CORRESPONDENCE

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#### Representing Your Membership

As a director, you, are an elected representative of your bollow members. They look to you for representation of their directors. Your creatively is also apport and come of the reasons were elected was because of your ability to make well. The concepts of your association depends on your meter make of comes, it is possible.

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- Well-informed construction of small essential to the operation of a healthy being through a control to association policy or an issociation policy or an issociation to board know when and how to moving the moves
- Discuss your responsibilities actively, conserved or executive. The staff executive is continually a conserved the problems of the association, and can offer an valuable suggestions and advance.
- Your chief elected afficer and chief start structured address you on issues that need priority arent in land your concentration should be toyused on these gross your important professional onlinen and also be calculated.
- Members of the board of directors can be held individually or collectively liable if someone decides in challenge the legality of your association's action. You must therefore behave prodontly in your role as a director.
- Make all efforts constructing. Strike to build a stronger undariumation which remotes a prient and fature modes of the members and the indistriction modession.
- Near them as an association director is to guide the and, stry on modescent. To be this effectively, to a most written securisely to the maker or oblems facing the association in the concern coursely with insignificant action strategy persons better assertion to others.

• The programme content to be an effective director you have the sufficiency first upporative that you study the content state of the sufficient about which you misstories and content.

#### Working with your Chief Elected Officer

The position were chief elected officer holds is one of greative which it. You can help considerably by officing accurate information on current membership need. Your preatest contribution will be your intelligent and not a contribution in hoard of directors meetings. To make a visc meeting productive, you must be prepared and you must contribute. Here are a few suggestions.

- When an agenda is issued prior to the meeting, study, it conducts. If there is any item on it you do not understand, contact the association executive and ask thrian explanation.
- During the meeting, stick to the agenda. Wait until the chief elected officer asks for discussion of subjects not on the agenda before bringing up new business.
- Learn the exact purpose of the meeting and determine in advance how you are going to contribute.
- Keep your responses short and to the point. You are not there to deliver an gration.
- When you speak, do it clearly in a sorce everyone can hear. Wait until you have the attention of the entire hoard before you begin your remarks. The previous officer should insure that a desirable constitute in sta-

- Side corn ersations are distincting and stosping the avoided. If you think your remarks weren't hear 3 increase than
- If your remarks are lengths, or in object summer or as at the end of your discussion. Someone may be a forgotten your objective before you buye this best.
- If aimless discussions arise up subjects that registe study or research, stop them with a minute characteristic committee he appropried. This is one or the take methods for moving a meaning along and about moving or time.
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#### Working with your Association Executive

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#### Conclusion

Note term on the board of directors is standed in the organization and for the poars of. The goas soulset for courself and for the board off determine the uses from the association will take during the coming tears. Keep those goals in front of course courself and box those doals relate to the needs of the membership.

Use the thoughts in this booklet as a guide as you approach your responsibilities on the board of directors. As you although your goals, your mark on the board will be one or accomplishment and info ence over the future yourse of your association.

Martha L. Orr, MN, RN Executive Director



Constituent of The American Nurses Association

### NEW YORK STATE NURSES ASSOCIATION

2113 Western Avenue, Guilderland, N.Y. 12084, (518) 456-5371

May 9, 1988

Juanita K. Hunter, R.N., Ed.D President The New York State Nurses Association 127 Shirley Avenue Buffalo, NY 14215

Dear Dr. Hunter:

As requested by the Board of Directors and communicated to me in our meeting of March 18 and in your letter to me on April 14th, I would like to respond to issues you raised related to the working relationship between NYSNA staff and the Board of Directors.

As I understood your communication to me, these issues were generally described as follows:

- 1. Some staff appear to be resistant to the input of the Board. Examples cited were related to the reorganization of the Convention program and schedule.
  - 2. Some staff appear to be angry during Board meetings.
- 3. Staff are not perceived as facilitative of the Board's work. Examples cited related to the duplication of effort involved in the preparation of the bibliography for the Consortium's activities.
- 4. The Board believes the Association's work is "staff driven" rather than "volunteer driven" and believes this must be changed.
- 5. The Board questions the effectiveness of certain staff members.
- 6. The Board is concerned about the effectiveness of the Legislative Program.

As I indicated to you in my letter of March 24, I view these perceptions and concerns as quite serious in nature and I intend to be fully responsive. I believe the issues embedded in these concerns are critical to the effective functioning of the Association.

J. Hunter May 9, 1988 Page Two

I also believe that these issues must be resolved as expeditiously as possible. As you know, the Association is again involved in extensive hearings concerning our status as a labor organization. These hearings have involved detailed investigation into the relationship between the Board and staff, and I do still expect that Board members will be required to testify.

Therefore, I again respectfully but urgently request that I be given an opportunity to discuss these issues with the full Board of Directors, at the Board meeting of May 18th.

Although I clearly understand that the Board felt this discussion could be confined to the two of us, I do not believe the Board understands the possible impact of this situation on the ongoing litigation. As Executive Director, I feel that it is my absolute obligation to completely inform the entire Board of the scope of the National Labor Relations Board's inquiry and the relationship of the inquiry to the concerns expressed by the Board.

I have, as you requested, held several meetings with the professional staff to explore the concerns of the Board. I will share with you that, in general, the staff are genuinely concerned at the scope and magnitude of the issues raised. They, and I, believe that the staff has always enjoyed a positive and productive relationship with the Board of Directors. We are all committed to maintenance of that relationship.

However, insofar as it is possible to address each of the expressed concerns in a letter, I will respond specifically to each:

l. Staff appear to be resistant to input of the Board: As you know, it is critically important that all directions to the staff be communicated through the Executive Director. If this is not the case, we will be terribly compromised in our ability to demonstrate that the Board of Directors is completely insulated from the conduct of the Economic and General Welfare Program, which is the position we have taken in all litigation before the National Labor Relations Board.

From the viewpoint of efficient operations of the Association, it is also imperative that the Executive Director be fully responsible for the directions given the staff.

Therefore, when substantive issues of policy and direction for the programs or departments are raised at Board meetings, the staff role should be to provide all information required by the

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J. Hunter May 9, 1988 Page Three

Board to reach its decisions. By virtue of their responsibilities and their expertise, staff may express their opinions on particular matters, but they clearly understand that the decisions of the Board are determinative.

- 2. Some staff appear angry at Board meetings: The staff and I certainly regret that the Board has this perception. They and I feel that there is some natural tendency to express concern or perhaps even frustration when their work and that of their organizational units is being critiqued. However, in an environment of mutual trust and respect, this should not be a problem. Staff will try to be very sensitive to this issue in the future.
- 3. Staff are not perceived as facilitative of the Board's work: The example given appeared to be a matter of simple missed communication. Staff and I believe that no effort is spared to be as facilitative as possible. We all regret when slips occur, but there was and is every intention to accommodate any Board need.
- 4. The Board believes that the work of the Association is "staff driven" rather than "volunteer driven." This is a concern which is much more complex and difficult to address. It also goes to the heart of the partnership role of the staff and volunteers of the Association. The Board of Directors and the Voting Body clearly determine the broad policies and directions for the Association. Positions of the Association may only be adopted by those authorities. Program directions are derived from those authorities. In other words, the nature and scope of the work of NYSNA spring from decisions of its members and elected leaders.

However, the implementation of the policies, programs, and directions of the Association requires a special kind of relationship between the volunteers and the Association's staff. The magnitude and complexity of the organization's responsibilities require daily, systematic input of time, effort, and the expertise of staff. A highly qualified, professional staff is employed for the express purpose of providing continuity of operations and programs. The professional staff must exercise judgment and, to a certain degree, professional autonomy in carrying out their responsibilities. They do this with full knowledge and respect for the basic nature of the staff role: to implement the policies, programs, and directions of the Association as determined by its membership and elected leadership.

J. Hunter May 9, 1988 Page Four

Therefore, to describe the Association as "staff driven" is an inaccurate characterization. To expand upon the verbal analogy, Association staff may represent the motor, the wheels, and even the gears of an automobile. The membership and the elected leadership of the Association represent the driver; it is they who choose the destination and the route for Association "trips." It is my belief, and that of the staff, that NYSNA will operate most efficiently when the "drivers" and the "motor, gears, and wheels" work in synchrony. The staff is not in competition with the members or the elected leadership, nor do they seek different goals or directions. The "fuel" for this entire operation is our shared commitment to the goals and objectives set by the courageous members and leaders of this organization.

- 5. The Board questions the effectiveness of certain staff members: The Board has employed me as Executive Director, and I must be responsible and accountable for the performance of all staff. We do have a professional staff performance appraisal process which is built around each staff member's position description. I appreciate knowing of the Board's concern about any staff member, and will certainly consider such concerns as part of the information relevant to the performance appraisal process. However, I must stress again that any Board involvement in the selection, evaluation, assignments, or other matters pertinent to any staff other than the Executive Director would inevitably compromise the position we have taken in litigation about the insulation process.
- 6. The Board is concerned about the effectiveness of our Legislative Program: I believe the Board's concerns about the legislative program stem from frustration over our progress on the Association's legislative agenda. I would ask the Board to consider the extraordinary difficulty of achieving an agenda which is so vigorously attacked from both within the profession and externally to it. The fact that entry into practice legislation has not yet been achieved in any State should be evidence of this.

As you know, the legislative program is subject to three different levels of volunteer direction: (1) the Legislative Council generates the proposed program; (2) the Board of Directors approves the program; and (3) the Voting Body adopts the program. NYSNA has a very long history of selecting legislative objectives which are complex, difficult to achieve, and of critical importance to the profession. Achievement of these objectives will be similarly complex, difficult to achieve and probably long term in their accomplishment. The Board may

J. Hunter May 9, 1988 Page Five

wish to consider what appropriate outcome criteria should be taken as reflective of "success" of our legislative program. I have reviewed the plan of action adopted by the Board with respect to the current legislative program, and believe that with one or two exceptions, the plan has been implemented.

I sincerely hope that this letter will be responsive to the Board's concerns. However, I feel I must reiterate the concern I expressed in my earlier letter to you: the broad scope of the issues raised by the Board suggests to me that a full discussion of of staff and volunteer roles is urgently needed.

We must all be very clear and unanimous in agreement as to the nature of the staff role, the lines of accountability, the process of decision-making in the Association, and the parameters of the Board - staff relationship. Absent this clarity, the mutual partnership of the Board and staff will be eroded and the effectiveness of all of our efforts will be diminished.

Finally, I stress the urgency of resolving these issues prior to further proceedings in the on-going Long Beach case. More than 80% of the Association's membership is represented by us through the Economic and General Welfare Program. An extraordinary challenge to our ability to represent these nurses has been in operation for several years. The membership and Board of Directors have affirmed repeatedly the Association's intent to remain a multi-purpose professional association and to satisfy all requirements of applicable labor laws through an insulation process. This process is dependent on a clear and demonstrable understanding of and execution of the staff role and our ability to communicate that role to the Labor Board and the Courts.

I sincerely hope that I have responded to the general and specific concerns and perceptions of the Board.

Sincerely,

Martla & Orr

Martha L. Orr Executive Director

cc: Maggie Jacobs Secretary Martha L. Orr, MN, RN Executive Director



Constituent of The American Nurses Association

#### **NEW YORK STATE NURSES ASSOCIATION**

2113 Western Avenue, Guilderland, N.Y. 12084, (518) 456-5371

Juanita K. Hunter, R.N., Ed.D. President The New York State Nurses Association 127 Shirley Avenue Buffalo, NY 14215

Dear Dr. Hunter:

This will respond to your questions and concerns expressed to me in letters of May 2, and May 3, 1988.

You have asked for an estimate of the approximate cost of adding the president's name to NYSNA letterhead stationery. It is the Association's practice to order the stationery printed in large quantities, in order to realize economy of scale. Currently we do have a large supply of the stationery on hand. If we discard this stationery and order a new printing now, and again in September of 1989, our rough estimate of the incremental cost is \$1000.

You have suggested that there be a policy on official communications. As I understand this issue, you are concerned about the general framework within which the Executive Director communicates directly with members of the Association. I suggest that this issue be included with a general Board discussion of staff and volunteer roles. However, I will attempt to clarify the current practice in terms of the two letters which you have questioned.

I agree that correspondence related to staff matters, administration, and collective bargaining should be answered by the Executive Director. However, I cannot agree that all other correspondence to members should be generated by the President. Contact between the Executive Director and members of the Association is appropriate and necessary, as is the contact of all other staff members with volunteers. The two examples you have questioned may help to clarify.

My letter to Denise Deppoliti, a copy of which is attached, is a simply congratulatory letter for her essay submitted to the ANA "Proud to Care" contest, and a request for permission to use her essay in other Association communications. It has been my practice, and that of my predecessors, to acknowledge the chievements of nurses in New York. At the same time, if these nurses are not members of the Association, I encourage them to

STEP CARALLES

H. OKR CORRESPONDENCE

J. Hunter May 9, 1988 Page Two

consider membership. I believe this to be appropriate practice of the Executive Director and good public relations.

My letter to Lucille Joel, a copy of which is attached, represents the execution of a Board decision. It is my understanding that the implementation of Board actions is a primary responsibility of the Executive Director. As you know, I read this letter to you on the telephone to secure your approval. Again, in the interests of efficient communications, it has always been the practice of the Association that the Executive Director transmits communications implementing Board actions.

If the Board wishes to consider a formal policy on organizational communications, I would urge that this not be constructed in such a manner as to limit the Executive Director's opportunities for interaction with members.

Your third letter informs me of your intent to request an executive session of the Board of Directors during the May 18-19 Board meeting. You indicate that the agenda of the meeting need not be shared with the Executive Director. Clearly this is the Board's prerogative. However, I urge you to consider the need to keep the Executive Director informed of all Board of Directors' discussion and actions.

Because the Board serves as the corporate agent of the Association, the deliberations of the Board of Directors, even those conducted in executive session, are subject to subpoena and testimony before the National Labor Relations Board and the Courts. In fact, these minutes have been subpoened by legal counsel in the Long Beach hearing. Although our legal counsel has asked that this portion of the subpoena be quashed, no decision has been rendered to date. I must stress that formal minutes of these sessions are required and must be kept on file with the Association. In the past, a summary of the Board's deliberations in Executive Session and a report of the actions taken have been recorded within the minutes of the meeting of the full Board. For the protection of the Association and the Board, I urge you to reconsider your decision to exclude me from these sessions.

Finally, you have called to my attention that some communications from you to the staff appear to have been handled ineffficiently. I was unaware of this concern until your letter arrived. I have discussed the matter of your April 24th communication to Kim Roberts with her. To the best of her knowledge, the list of names you cited was not included with other items in the envelope. I assure you that all of your communications to us are

J. Hunter May 9, 1988 Page Three

treated as priority items. I do regret when any such communication is not handled to your satisfaction and will try to assure that the flow of your communications is always managed with great care.

I appreciate and respect your concern for efficient and effective communications within the Association. I will be pleased to discuss this issue with you and the Board.

Sincerely,

Martha L. Orr

Martha L. Orr Executive Director

cc: Board of Directors

Martha L. Orr, MN, RN Executive Director



Constituent of The American Nurses Association

### NEW YORK STATE NURSES ASSOCIATION 2113 Western Avenue, Guilderland, N.Y. 12084, (518) 456-5371

April 26, 1988

Lucille Joel 264 Gettysburg Way Lincoln Park, NJ 07035

Dear Dr. Joel:

Thank you for sending your position statement and biographical sketch to The New York State Nurses Association in connection with your candidacy for the position of President of The American Nurses Association.

At its most recent meeting, the NYSNA Board of Directors determined that official endorsements of any candidates would not be made this year. However, candidates will be interviewed by representatives of our delegation to ascertain the candidates' positions on membership and other issues of importance to the profession and the organization.

Dr. Juanita Hunter will be making interview assignments among our delegates in the near future. At this point, I am unable to suggest preferred meeting times; however, our designated representative will be in touch with you as soon as possible.

Sincerely,

Martha L. Orr Executive Director Martha L. Orr, MN, RN Executive Director



Constituent of The American Nurses Association

#### **NEW YORK STATE NURSES ASSOCIATION**

2113 Western Avenue, Guilderland, N.Y. 12084, (518) 456-5371

April 4, 1988

Denise Deppoliti 602 Valley Drive East Chittenango, NY 13037

Dear Ms. Deppoliti:

First, I want to extend my sincere congratulations for the powerful and touching paper you wrote for the ANA "Proud to Care" essay contest. I have many times experienced the feelings that you wrote about so well; reading your paper reminded me of the pain and frustration being experienced by so many of our colleagues in practice.

I would like your permission to use your essay in some of the communications the Association is currently producing in relation to the nursing shortage. I would particularly like to send the paper to Dr. Axelrod and Lorna McBarnette, both of whom are responsible for the Labor-Health Industry Task Force on Health Personnel. Please let me know if this will be acceptable to you.

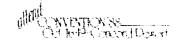
Also, I would appreciate your sending me a brief biographical statement about yourself.

Thank you again for writing such a beautiful expression about our profession.

Sincerely,

Martha L. Orr Executive Director









Martha L. Orr. MN, RN Executive Director



Constituent of The American Nurses Association

#### NEW YORK STATE NURSES ASSOCIATION 2113 Western Avenue, Guilderland, N.Y. 12084, (518) 456-5371

MEMO: Dr. Juanita Hunter President

FROM: Martha L. Orr
Executive Director

May 6, 1988

As you know, Wendy Burbank has been called away for several days because of the sudden acute illness of her father. I have checked with Kim Roberts concerning the mailing to you of the delegate list. We do keep a log of the mailing dates of all material mailed to you and/or the Board of Directors. The log indicates that the delegate listing was sent to you on May 3rd. If you have not yet received the list, please let me know and I will express mail another copy.

Enclosed is the draft agenda of the Board of Director's May 18-19 meeting. We have received no suggested agenda items from members of the Board. The first Board mailing was sent today, and we will do a second mailing Monday or Tuesday of next week. If you will call in your revisions of the agenda, we could include that in the next mailing.

I expect to be in the office this weekend and on Monday, so am reachable at your convenience.

Juanita K. Hunter, R.N., Ed.D, President
THE NEW YORK STATE NURSES ASSOCIATION
2113 Western Avenue, Guilderland, N.Y. 12084, (518)456-5371

May 10, 1988

Martha L. Orr, M.N., R.N. Executive Director New York State Nurses Association 2113 Western Avenue Guilderland, New York 12084

Dear Marty,

Some months ago we agreed to have regular conference calls to ensure that we both have an opportunity to communicate necessary and current information to each other. That system has worked well when it has been operational.

Last week however, when I was speaking at District 8 on May 5, I was confronted with questions related to the nurse practitioner bill. Information came forth that I did not have about the status of last year's bill. Upon checking with staff on Friday, May 6 I discovered that there had been new developments regarding the bill which had not been shared with me.

This brings to mind a concern which I raised with you several months ago. That concern related to the responsibility of the executive director to keep the president updated on major association activities. We both agreed that this information sharing was important to effective administration of each of our roles.

It has become apparent to me that I assume most of the responsibility for these regular scheduled conference calls. While we do discuss issues, these discussions are spontaneous and tend to address an immediate pressing issue. I believe it is more likely that complete information will be communicated when pre-planned calls are regularly scheduled.

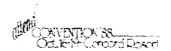
I share these thoughts with you to reinforce my views on this matter.

Sincerely,

Guerata X. Sherton, P. 7, 82.6 Juanita K. Hunter, F.M., Ed.D. President

JKH:mb

cc: Board of Directors





451 M. OKR CORRESPONDENCE

Juanita K. Hunter, R.N., Ed.D, President
THE NEW YORK STATE NURSES ASSOCIATION
2113 Western Avenue, Guilderland, N.Y. 12084, (518)456-5371

May 2, 1988

Martha L. Orr, MN, RN Executive Director New York State Nurses Association 7113 Western Avenue Guilderland, NY 12084

Dear Martha:

I have become conscious of the fact that NYSNA stationery does not include the name of the current president. This awareness has occurred as NYSNA members have asked me for a reason for this omission. I have also noted that ANA stationery as well as other SNA stationery does acknowledge the current president.

I believe that member identification with the volunteer leadership of their organization is vital to their support and involvement in that organization. Therefore, I will be bringing this matter to the attention of the board of directors at their May 17-18 meeting. In preparation for that discussion I am requesting from you the approximate cost of adding the president's name to the NYSNA stationery every two years.

Thank you for consideration of this matter.

Sincerely,

Juneta, & Hunter, R.N., Ed. b.

Juanita K. Hunter, R.N., Ed.D. President

JKHIBb

Juanita K. Hunter, R.N., Ed.D, President
THE NEW YORK STATE NURSES ASSOCIATION
2113 Western Avenue, Guilderland, N.Y. 12084, (518)456-5371

May 3, 1989

Martha Orr, R.N., M.N., Executive Director New York State Nurses Association 2113 Western Avenue Albany, NY 12084

Dear Martha,

During our March 18 meeting as directed by the board of directors. I requested you to distinguish between the mail which should appropriately be answered by the president and that which should be answered by the executive director. You have responded positively to that request.

However, I continue to receive copies of correspondence already mailed which for me has continued to raise the question of appropriate signatory. Two examples are the April 4 letter to Denise Deppoliti and the April 26 letter to Dr. Lucille Joell.

As per our agreement, even before the board meeting, correspondence which relates to staff matters, financial and administrative issues of the organization and collective bargaining are to be acknowledged and responded to by the executive director. Letters which relate to professional issues or volunteer to volunteer matters are to be answered by the president. We further agreed that, discussion would occur between us when questions arise regarding implementation of this verbal policy. It may now be appropriate for the board to consider a written policy on official communications. I would appreciate your response to this idea.

Thank you for consideration of this matter.

Sincerely,

Juanita K. Hunter, R.N., Ed.D. President

JKH:mb

cc: Members of the Board of Directors

# #51 M. OKR CÓRRESPONDENCE

## Juanita K. Hunter, R.N., Ed.D, Prezident THE NEW YORK STATE NURSES ASSOCIATION 2113 Western Avenue, Guilderland, N.Y. 12084, (518)456-5371

May 3, 1988

Martha Orr, R.N., M.N., Executive Director New York State Nurses Association 2113 Western Avenue Albany, NY 12084

Dear Martha,

As you are aware one of my goals for this first year of my presidency is to improve communication with the membership. However, achievement of this goal depends upon expeditious transfer of official communications from the president to NYSNA staff.

There have been several occasions when letters I have sent for typing and other messages have not been received by the responsible persons. The latest incident involved several important items which I mailed on April 24 and received at NYSNA on April 27. Each important item was clearly marked for a specific staff person. The envelope was addressed with attention to Kim Roberts.

On Friday, April 27 Karen Maune informed me that she had not received a list of names which she urgently needed to complete preparation of award certificates for the May 6 Reception at the Hyatt Regency. That list was in the envelope.

I do appreciate all of the efforts which staff expend for the effective functioning of the association. I do however, feel this matter requires some attention. I request a response.

Sincerely,

Juanita K. Hunter, R.N., Ed.D. President

JKH:mb

cc: Maggie Jacobs, Secretary
 Madeleine A. Naegle, President-Elect

Juanita K. Hunter, R.N., Ed.D, President
THE NEW YORK STATE NURSES ASSOCIATION
2113 Western Avenue, Guliderland, N.Y. 12084, (518)456-5371

May 11, 1988

Martha L. Orr, M.N., R.N.
Executive Director
New York State Nurses Association
2113 Western Avenue
Guilderland, NY 12084

Dear Marty,

It has been brought to my attention that some staff continue to be unclear about my activities and the effect of those activities on the association's programs. In the past, we have discussed role differentiation between the chief elected officer and chief executive officer on several occasions and most recently at the ASAE conference. It seems apparent however, that the perceptions of some staff need clarification

Therefore, I will include the agenda item president/ staff working relationship to our pre-board meeting.

Sincerely,

Juanita K. Hunter, R.N., Ed.D. President

JKH:mb

cc: Madeline A. Naegle, President-Elect Maggie Jacobs, Secretary, Board of Directors #51 M. OKR CORRESPONDENCE

## Juanita K. Hunter, R.N., Ed.D, President THE NEW YORK STATE NURSES ASSOCIATION 2113 Western Avenue, Guilderland, N.Y. 12084, (518)456-5371

May 11, 1988

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