

IAHU Board Meeting

Meeting Minutes

February 9th, 2021

Called to Order	The February 9 th 2021 Board meeting of the Iowa Association of Health Underwriters was called to order by President Hitchcock at 3:11 PM. The meeting was held via ZOOM Video Conferencing.
Members Attending --	Evans, Hitchcock, Lindsay, Stoll, Strouse, Weakland, West
Members Absent --	Elam, Jedlicka, Mueller, Schroeder
Secretary/Treasurer Report – Bob Lindsay	Motion by Weakland / Seconded by Hitchcock: To approve the minutes from the January 2021 Board Meeting. Motion Passed. Motion by Hitchcock / Seconded by Weakland: To approve the January 2021 Financial Report. Motion Passed. A 2021 Proposed Budget Analysis was discussed with the Board. It should be noted that the proposed budget was prepared in two forms. One that contemplates a face to face symposium and another that contemplates a virtual symposium. The Board was asked to review the budget and offer any changes or suggestions. The final 2021 budget will be approved at the next Board meeting.
President’s Report/Symposium -- Hitchcock	There are plans to schedule a Strategy Planning Session during July, to coincide with the new Board. An emphasis has to be placed on succession planning by the Board.
Past President’s Report - West	The Gateway has been secured for the 2021 Symposium for the 18 th and 19 th of August. These dates are now listed on the Board’s website calendar. Planning will begin soon and the Committee is assuming the meeting will be face to face. There was discussion on ideas for symposium programs and speakers. There was discussion on succession planning for the Board for the upcoming year. There are plans to send emails to the membership asking for members interested in joining a committee.
Programs/Education - Kyle Weakland / Scott Schroeder	Report by co-chair Weakland – The Program Committee met on February 8 th . Topics discussed: The upcoming February meeting is set for the 17 th . Base will present for two CE credit hours. On March 10 th the Department of Labor is presenting for three credit hours. The remainder of the year is firming up. DMS has been working with the Program Committee to get our promotional information to the membership on the meeting schedule.
Member Services Joe Evans	Membership went from 173 last month to 175 currently. The formal report from the Committee was sent to the Board. Also good news – we have no lapses so far in 2021. There is a plan to send an email to all our members –

solicitation for joining a committee. Discussion that it makes sense to attach a short synopsis of each committee and the time commitment that may be involved. Discussion on getting some of our carrier partners to push this out to their agents as well.

At Large Reports

Eastern Iowa/HUPAC Chair
Rick Jedlicka No Report Chair Jedlicka sent an email to the Board indicating that his work commitments have reached a point where he can no longer fore fill his time commitment required as a Board Member/Eastern Iowa Chair-HUPAC Chair. Discussion on the need for an Eastern Iowa At – Large Chair. The Board feels there is a need to continue to gain interest in Eastern Iowa.

Central Iowa/Awards
Co-Chair
Krissy Stoll Chair Stoll has meetings with the General Agents over the next month as part of her work responsibilities. During these meetings, she will plan on discussing that the Board is looking for Board/Committee members and ask them to mention this to their employees.

Corporate Sponsors
Cassandra Mueller No Report

Communications
Elam No Report – Committee Report was sent to the Board. Comments by President Hitchcock. Discussion on an analysis done by Chair Elam on activity from our social media and contacts with our membership.

Government Relations
Marcie Strouse The bulk of the Committee’s time has been spent working to schedule meetings for Capitol Conference. We are pleased with the number of Iowa Association Members who plan on attending the conference this year. Calendar invitations will be sent out to attendees on schedules for the legislator visits. Chair Strouse received notice that the Insulin Bill House File 263, passed the Iowa House 89 to 2. This bill caps, in each therapeutic category, the co-pay for insulin at \$100. Now the bill will go to the Senate. The Legislature is considering “fail first” policies, also called “Step Therapy,” for patients who take medication for a chronic condition. Under these policies, a patient must fail on other medications that the insurer prefers before the insurer will cover what the doctor originally prescribed. This is a bill from last year that has been brought forward this year which would limit the insurance company’s ability to require specific medications. Discussion on President Biden’s opening the enrollment to the individual marketplace. Discussion on agent transparency. Discussion on carrier/physician surprise billing.

Old Business There are plans to schedule a Strategy Planning Session sometime around July.

New Business A meeting is scheduled for the 19th of February with the DMS Team to finalize their contract for the upcoming year.

Meeting adjourned Meeting was adjourned at 4:20 PM