

IAHU Board Meeting

Meeting Minutes

November 10th, 2020

Called to Order	The November 10 th , 2020 Board meeting of the Iowa Association of Health Underwriters was called to order by President Hitchcock at 3:17 PM. The meeting was held via ZOOM Video Conferencing.
Members Attending --	Hitchcock, Lindsay, Schroeder, Strouse, West, Mueller
Members Absent --	Elam, Jedlicka, Stoll, Weakland, Evans
Secretary/Treasurer Report – Bob Lindsay	<p>Motion by Schroeder / Seconded by West To approve the minutes from the October Board meeting. Motion Passed.</p> <p>Motion by West / Seconded by Strouse to approve the October financial report. Motion Passed.</p> <p>The Board was sent a special report identified as ‘Interesting Trivia’. Because the Association’s income and expenses usually appear in different reporting years, it is difficult to get an accurate picture of the Association’s actual financial picture. I researched the Association’s actual checking account balance on November 1st for the last 10 years and found the information interesting. You can see that there has been a steady improvement in our financial position. Even though this is good news, it is still important to remember that our membership is declining and we continue to have some significant ongoing expenses every year.</p>
President’s Report/Symposium -- Hitchcock	President Hitchcock commented that it obvious that we are all bombarded with emails. So the decision has been made that instead of emailing the documents for the monthly Board meeting individually, these documents will be included/attached to the ZOOM meeting invitation. Communication Chair Elam has been working with DMS and the website is up-to-date and current. The Iowa election results have been posted as well.
Past President’s Report - West	It is time to start thinking about the 2021 Symposium. There was brief discussion on an in-person vs. a virtual or a combination of both. Every item from the Golf Outing has been taken care of.
Programs/Education - Kyle Weakland / Scott Schroeder	Report from Co-Chair Schroeder. The Committee met on the 9 th of November. One of the CE’s applied for our November meeting by Employee Family Resources was not approved. The Department felt that it did not deal significantly with Insurance Education. Past Board member Lynn Schreder was contacted and she agreed to step in an offer one CE for Ethics and one CE for General Education for our November Member Meeting. Discussion on future topics for Member Meetings – naturally a program in February on the elections and their impact on the ACA would be appropriate. There was also discussion on have a special offering presented

by Employee Family Resources for a meeting in December dealing with handling stress and uncertainty. This would be a free and non-CE's event.

Member Services
Joe Evans

No Report

Comments by President Hitchcock. Membership is down to 175 members compared to last months at 176. The overall membership has decreased in the last few months from around 200 members.

At Large Reports

Eastern Iowa/HUPAC Chair
Rick Jedlicka

No Report

Central Iowa/Awards
Co-Chair
Krissy Stoll

No Report

Corporate Sponsors
Cassandra Mueller

Discussion on when the Committee should start contacting sponsors for sponsorships for the 2021 year. Even though we stress our symposium, we are on an Annual Sponsorship. November is a good time considering when generally sponsors are working on their 2021 budgets. It was decided to work with DMS and Communications Chair Elam. Following discussion, it was agreed that the sponsorship levels for 2021 should not increase from the 2020 levels.

Communications
Elam

No Report

Comments from President Hitchcock. There was a recent nice article that went out to the membership regarding the Iowa Government Election Results. If Board Members have items that they would like to have communicated to the membership, please get those to Chair Elam on a timely basis. Comments on the importance of 'Liking' items on our social media. The more 'likes' we receive, makes our media more visible. There is a membership drive going on currently so any help we can give Membership Chair Evans by *liking* his items would be appreciated.

Government Relations
Marcie Strouse

It has been announced Capitol Conference will be virtual this year. Chairperson Strouse is considering planning for a round table discussion prior to Capitol Conference. Any member who is registered to attend the National virtual event would be eligible to attend this round table. This would allow more individuals to be involved with the sessions with our legislators without having a large number of members attend the actual meeting with the legislators. Now that the elections are over reach outs to the individual legislators can begin. It is time for conversations with our lobbyists' organization about the renewal of their contract. It is the Boards opinion that any increase in their fee structure should be resisted. If they do ask for an increase we should receive detailed stewardship information.

Old Business Don't forget that we want to get our newsletters out monthly, around the 20th of the month. If you have content for the newsletter please get this to Chair Elam on a timely basis.

New Business There was a conversation with DMS about our concerns with the increase in billable hours, being over our budget. It was agreed that 2020 has been a really unusual year with memberships down not just for our association but associations in general and we should not be concerned and DMS is willing to work with us for an Equitable resolution. There was also a discussion on the need for some type of bi-partisan/ neutral messaging with the membership about the presidential election. Following discussion it was felt this would difficult to provide because of the fear of appearing to lean one to party or the other. National is going to put out information that we can support but we should do anything ourselves. We are a state organization and we shouldn't get involved in a National discussion. Discussion on President Hitchcock participating on Region 4 Leadership Calls. If the Board has anything that she should discuss on those calls let her know.

Meeting adjourned Meeting was adjourned at 4:18 PM