

IAHU Board Meeting

January 2015 Minutes

January 13, 2015

Called to Order The January 2015 Board meeting of the Iowa Association of Health Underwriters was called to order at 3:10 by President Patton. The meeting was held at Delta Dental.

Members Present: Thams, Jarvela, Strouse, Patton, Barr, Evans and Schreder

Members Absent: Lindsay, Shireman and Oliva

Minutes: Following review of the November 2014 Board Minutes, Motion by Kohlsdorf / Seconded by Barr that the Minutes be approved. Motion Passed.

Treasurer's Report: Lindsay was not in attendance. However, there was discussion regarding the budget for CAP Conference. There was also discussion on the overall budget income / estimated expenses.

Finance Report: None, Lindsay was not in attendance.

Legislative Report: Kohlsdorf mentioned that the early bird pricing for CAP Conference ended today (1/13/15). Kohlsdorf took roll of who would be attending CAP Conference, discussion, etc.

The Iowa legislative session just getting started. Kohlsdorf talked to Bob Skow after the CoOpportunity announcement at the end of December 2014. There was also a Coalition meeting with Nick Gerhart. There was discussion regarding the current regulation that states if an agent moves a client from an insurance company in rehabilitation. However, it appeared that since the DOI placed CoOpportunity into rehabilitation and was encouraging brokers and members to find a new insurance company that there was not be any enforcement.

Kohlsdorf meet with Joni Ernst prior to her departure to Washington D.C.

Iowa Insurance Day on the Hill is February 3, 2015.

Membership Report: Schreder reported we are currently at 227 members. Region IV now has a Retention Chair.

Schreder said her committee had come up with the idea of "Happy Coffee's". The idea would be for a member to come to the "coffee" with a topic for discussion. It would be informal/networking event. For example, a member

wants to talk about Pay or Play, and email invitation would go out and folks would show up for “coffee” and discuss/brainstorm and network about Pay or Play. No registration, no fee, and ideally would last about an hour. Only members could host a “coffee”, but anyone could attend.

Evans mention there is a new membership contest.

Programs Report: Strouse discussed upcoming member meetings on February 26th, March 13th and March 31st. These are re-scheduled from January. It will be 1 hour of ERISA and 3 hours of Ethics. Strouse discussed that Troy Cook would be speaking for free, but he requests that proceeds from the meeting go to the HUPAC Admin Fund. The next membership meeting in May 2015 will be a webinar. There will be a sponsor to talk about a product and also an update from IAHU.

Symposium Report: Patton confirmed the dates as August 12th and 13th at Prairie Meadows. A “Save the Date” will go out this month along with a notice to sponsors. The plan is for a 10:00 am start on August 12th.

Patton mentioned Prairie Meadows has a new menu. Minimums are also down from prior years.

There will be market segment breakout sessions. Keynote speakers for general sessions, i.e. ERISA audit. No theme yet. IAHU will file for CE’s.

**Communications
& Awards Report:**

Barr reported on the Golf outing. The date is June 11, 2015. A Save the Date will go out in February.

Barr reported on the website revamp. The shell looks great, the committee is working on the content at this time. The member section is the key to the roll out. It needs to be done and working before released to the public.

Barr discussed the Landmark Award. She is working on it. She asked if she reached out to Board members with requests to please respond as soon as possible.

Barr discussed Chapter Development and the Leadership Forum at CAP Conference. She encouraged attendance by the Board. John Nelson and Beth Ashmore will be speaking.

At Large Report: None at this time.

Old Business: Strouse mentioned past discussions about having a dedicated sponsorship person. Carrie Meek-Anderson offered and said the Iowa Bankers has an auditorium. Discussion about having member meetings at competitor’s office, etc.

New Business:

Discussion of our Lobbyist contract. Larry Blixt has merged with RWL Strategies. Larry Blixt will charge us the same \$15,000 fee. Larry plans to phase out/retire over the next few years. His new office is downtown, Larry has offered for the Board to come for a tour and hold our Board meeting in their conference room if we like. Dawn Barr asked about a new contract with the updated company name, etc.

Patton received an email from Doug Ireland about co-sponsoring an upcoming Ethics Day through Drake. Discussion.

Motion by Evans / Seconded by Strouse for IAHU to co-sponsor the upcoming Ethics Day at no-charge with Doug Ireland/Drake. Jarvela opposed. Motion Passed.

Discussion about the CoOpportunity situation and info posted on the IAHU website. Do we need to send an email blast to membership? We didn't think so at the time. Jason Johansen brought up the issue of CoOpportunity not paying commissions and the fact that IAHU did not provide information to Membership. IAHU DOES NOT get involved in discussions/communications regarding commissions.

Any new updates will be pushed to membership. Patton will notify Barr, Barr will work with Jacque Meyer to blast to membership.

Meeting adjourned at 4:57.