

# IAHU Board Meeting

## March Board Minutes

March 10, 2015

- Called to Order            The March 2015 Board meeting of the Iowa Association of Health Underwriters was called to order at 3:10 PM by President Patton. The meeting was held at Delta Dental.
- Members present: Patton, Evans, Lindsay, Strouse, Kohlsdorf, Jarvela, Shireman, Schreder and Thams
- Members absent: Oliva
- Guests: Lee Patton
- Minutes:                    Following review of the February Board Minutes, Motion by Strouse / Seconded by Kohlsdorf that the Minutes be approved. Motion Passed
- Treasurer's Report:      Following review of the February Treasurer's Report, Motion by Jarvela / Seconded by Strouse to approve the Treasurer's Report. Motion Passed
- Finance Report:           Report by Treasurer Lindsay: No report other than the materials that have been previously forwarded to the Board. Regarding the collection of the 1099 report – we are still one short. Avik Roy. Treasurer Lindsay sent a request to Mr. Roy at both of his email addresses but has received no response.
- As a reminder, everyone who attended Capital Conference should submit their expenses for reimbursement.
- Legislative Report:       Report by chairperson Kohlsdorf: We had a very successful Capital Conference this year. The Committee met with Sen. Joni Ernst for the first time. Sen. Grassley did not come into our meeting; the Committee met with his health advisor. Congressman King was busy so did not attend his meeting. Congressman Loeb sack did not attend his meeting. Congressman David Young met with the Committee for the first time. He was previously the Chief of Staff for Sen. Grassley so he is very familiar with healthcare issues. Congressman Rod Blum was not available.
- We have an interesting State. Last year it appeared that the Democrats weren't interested in any of our opinions regarding healthcare. The Republicans were very supportive. Now we've had almost a total shift in representation. Congressman Loeb sack is a strong proponent for a single-payer system and the Republicans are interested in total repeal of the Affordable Care Act. There

appears to be no middle ground. Because of this, the impact of the Association is limited. Following the Committee's meetings on the Hill, they were pleased that Sen. Ernst did attend the HUPAC reception and was available for brief conversations with some Committee Members.

There is only one bill in the Iowa State house that impacts insurance: this has to do with the cancellation of insurance policies. There's a bill going through the House that would allow a policy to be canceled by email. There is a movement to get this changed, requiring at least a letter for cancellation notification. And finally, last month we discussed the issue of requiring employers to provide the same disability/ time-off benefit to adoptive parents as natural parents. It appears that this has made it through the legislative 'funnel' and will be taken up. It should be noted that no representative from the insurance industry has posed an objection.

**Membership Report:** Report by Chairperson Schreder: The Association is up in Membership – currently at 231 Members. This is up from 227. We have Board Member Joe Evans to thank for this. He had reinstated two lapsed Members and has brought in two additional new Members. Regionally, Association Membership is down approximately 200 since the beginning of July 2014. Wisconsin is the State with the most resignations. There have been approximately 700 resignations Nationally.

**Programs Report:** Chairperson Strouse: We will start our webinar series in May. The carrier cost per webinars \$250. Delta Dental has expressed strong interest in being the kickoff company. We plan on having one session per month and the remainder of the year has been planned. We plan on doing a rotation. A carrier one month, marketing information one month and the next on compliance issues. This is also an opportunity for any Board Member to publicize information associated with their Committees. As an example Membership may be interested in providing information on why join the Association during one of the months. The typical webinar should run about 20 minutes – there will be no continuing education credit provided. Since the Committee is shifting its focus to webinars from Member meetings, they are aware that the social aspect of getting together is very important. With this in mind a social event is going to be planned for December 18th at a location in Des Moines. Sponsors will also be invited to attend.

28 Members attended the most recent Member meeting in Des Moines, 19 Members have signed up to attend in Cedar Rapids. The topic is ERISA and Ethics for four continuing education credits. Storm Lake was canceled because only two people signed up to attend. These will be the last CE meetings we will have in 2015.

Nominations Committee:	Chairperson Joe Evans: The Committee has been formed and three names of interested individuals have been secured. Vacant spots on the Board: Legislative Committee, Membership Committee and Membership at Large for Eastern Iowa.
Symposium Report:	Report by President Patton: The dates have been confirmed as August 12th and 13 <sup>th</sup> 2015. August 13th coincides with the opening of the Iowa State fair. The process of securing speakers continues.
Golf Report:	Report by Chairperson Lee Patton: Thursday, June 11 <sup>th</sup> , 2015 is the confirmed date for the Association Golf Outing at the Legacy Golf Course. We have been notified that Wellmark has a general agent summit in Sioux City that day. We have contacted them dissenters any possibility they would change the date of their meeting. If we can't get this date change, it would have an impact on possible sponsors for our event.
Communications & Awards Report:	No Report
Media Relations and IT Report:	Report by Chairperson Lee Patton: We have secured the Membership list. Once that's loadable be able to turn the portal on. There was previous conversation about having Survey Monkey on the site for the Membership to vote for Board positions. There is now discussion about having that done through our Member portal website. I'll be able to provide more information on this at our meeting next month.
Old Business:	Report by Pres. elect Jarvela: at the last Board meeting that was discussion about sending Membership survey. I have begun the process by working with communication chair Barr. She has reached out to National to see if they have a preferred survey engine that we could use. We also asked if they have a list of questions we could use. Their response back on the survey engine was to use survey monkey. And they provided a list of questions – slightly edited for the State of Iowa. The list was provided to the Board. Suggestion was made that individual Members make edits to this list and return to Pres. elect Jarvela. This is a Microsoft word document so the request was made that Pres. elect Jarvela email this document to all the Board Members. There was also a lengthy discussion about ways to incentivize Members to participate in the survey.
At-large Member Report:	No Report:  Question from Member at large Shireman. Does the Association do or does the Association have any plans to do any type of Member's survey? He's curious as to the reason given for Members who drop their Membership. Board Member Evans indicated that there is a Retention Arm of National that seeks this information. Every Member that drops is called by National in an attempt to learn why that Member dropped their Membership.

New business: Board Member Evan's commented that he received a bill for the Association's PO Box at his office address. When he checked with the public mailbox company the Association uses, he was told that someone from the Board had requested this change. No Board Member was aware of or could explain this.

Meeting adjourned: Motion to Adjourn by Kohlsdorf/ Seconded Shireman - Meeting adjourned at 4:06 PM