

IAHU Board Meeting  
November Board Minutes  
November 10<sup>th</sup>, 2015

Called to Order	The November 10th Board meeting of the Iowa Association of Health Underwriters was called to order by Pres. Jarvela at 3:10 PM. The meeting was held at Delta Dental
Members Present --	Jarvela (on phone), Lindsay, Evans, Patton, West, Schreder, Hitchcock, Rang (on phone)
Members Absent --	Shireman, Thams
Minutes --	Board Member Evans indicates that there should be a correction to the October 13 <sup>th</sup> Board minutes. In the Member Services section, the last paragraph should read “there are meetings planned with Mercer to re-establish their list bill for employees and with Wellmark to attempt to establish the list bill program with their employees.” The minutes incorrectly stated that there was going to be an attempt to reestablish the list bill program for both Mercer and Wellmark. Motion to approve the minutes as amended: motion by Barr/seconded by Schreder. Motion passed.
Financials --	Motion by Patton/seconded by West to approve the October financials. Motion passed.
Presidents Report -- Donielle Jarvela	No report other than discussion later in the meeting regarding Capital Conference.
President Elect’s Report Lynn Schreder	Held her report until the Symposium Update -
Past President’s Report -- Jess Patton	No report
Finance Committee Report	<p>A copy of the 2015 Iowa Association of Health Underwriters budget was passed to the Board for review. Additional columns have been added to this report. One showing actual expenses incurred in 2015 and the second showing annualized expenses anticipated through 2015. The good news is the Association income was more than Association expenses – just barely.</p> <p>Also distributed to the Board was a proposed 2016 budget. The Board was asked to review and make any appropriate changes. The 2016 amount</p>

budgeted for website administration, \$3300, was questioned considering the 2015 total was over \$5700. The reduction anticipated cost as a result of not needing to have our website revamped in 2016.

There were two contributions to the HUPAC Admin. Fund in 2015. We are anticipating only one contribution this year that is why the amount has been reduced.

Our credit transactions increased in 2015 because we had significantly more credit card transactions.

## Committee Reports --

Awards: No report  
Dawn Barr

Programs: Next week, the program event will be the carrier updates held at Iowa  
James West Bankers. 22 RSVPs currently. Members may attend in person or by webinar. We will also be sending two e- blasts to the Members trying to increase attendance. Des Moines social event is on December 16th the Cedar Rapids social on December 17th currently there are 10 signed up to attend in Des Moines and five to attend in Cedar Rapids. There was discussion regarding Kelly Insurance Services no longer providing continuing education. Chairperson West interested in receiving ideas about appropriate topics for continuing education or possible speakers. This Committee feels they would like to get to the point where the Association would offer two to three hours of continuing education per month. It is the Committee's desire that perhaps the Association could become a replacement for Kelly Services. The programs would be made available to Members and non-Members, with Members receiving a discounted rate. There was discussion that NAHU is investigating offering CE programs that would be available to local chapters to use. It looks like their first event is happening in December that deals with 6055 & 6056 reporting.

Discussion on obtaining sponsorships for the monthly meetings. There is a desire not to constantly approach our major Symposiums sponsors.

Discussion on the effectiveness of webinars compared to monthly or quarterly face to face meetings. It appears that attendance for the webinars appears to be roughly the same as in the past with face to face meetings. It doesn't appear that we are gaining attendance. It is obvious that webinars do not offer the social aspect of a face to face meeting. It was suggested that after the next webinar, a survey of the Members be done to gage their feelings of webinar vs. face to face meetings.

At this point the Committee's desire would be to do both which offers an opportunity for Members who cannot attend the face to face meeting to still receive the content.

It was suggested that the time of year and everyone's workload impacts the attendance as well.

Communications: Email blasts are running very well. Our web master is working directly with Dawn Barr Program Chair West. The web master is reporting on the number of e-blasts made during the month and a report of these will be provided to the Board next month. Legislative updates are being passed to the Membership in a timely manner.

Public Service: No report  
Karey Meek-Anderson

Government Relations: Update of Day on the Hill. From the budget report that was distributed, it appears that the Association is budgeting the \$650 for the event. At last month's Board meeting there was discussion on whether the Association wanted to actually man a booth or just make a supporting contribution. The timing for the event has been moved by to later in the day. The event starts at 1:00 PM this year. Chairperson Hitchcock feels that a booth would be beneficial and she will take responsibility in seeing that booth is maned.

Motion by Schreder / Second by Lindsay that the Association participate in Day on the Hill and pay the \$650 fee. Motion Passed.

Discussion on the financial aspect of Capitol Conference: Capitol Conference registration is open. Board Members Lindsay, Evans, Barr, Jarvela, Schreder, Hitchcock, West, Rand, Thams and Patton are interested in attending. Last year the Association sent six Members and was under budget for the six attendees.

There was conversation on the group staying at the Liaison Hotel across the street for the Hyatt. It appears the rooms are significantly cheaper than the Hyatt and from Members who were at this hotel last year, the hotel is very nice.

All attending Board Members should make their own reservations for both Capitol Conference, airfare and hotel.

Comments by Communication Chair Barr. She was on a Region 4 call last week and was asked to talk about the Vanguard Council, previously called the Young Agents. The Council has a scholarship program for any first time attendee to Capitol Conference. The application can be completed on-line

and at the end of November, the Council will make a selection and that person will receive an all-expense paid trip to Capitol Conference.

There is also a Leadership Conference held on Sunday morning. For anyone interested it is time well spent.

Member Services: A report of the Committee activities was passed to the Board for review.  
Joe Evans Current Membership is 199. There was a recent working lunch with Committee Members Greg Shireman, Wellmark and Graham Fuller, Marsh/Mercer on October 30<sup>th</sup>. There is positive progress on the project to have Wellmark and Mercer participate in NAHU's list bill program. Wellmark has also agreed to promote IAHU and NAHU through their agent email blasts. In another recent meeting, the lapse list was reviewed and discussion on how to welcome new Members. A list of new Members since August was passed to the Board.

Chairperson Evans was congratulated by the Board for the excellent job he did in getting the List Bill Program on track with Wellmark and Mercer and for the excellent job that he does in promoting IAHU/NAHU Membership.

Symposium Update: The Symposium is scheduled for May 10<sup>th</sup> and 11<sup>th</sup>, 2016 at Prairie Meadows Casino and Resort in Altoona, Iowa. The first Committee meeting is scheduled for Monday November 16<sup>th</sup>. All Board Members who are available are encouraged to attend. There is a tremendous amount of talent in Symposium planning on the Board. An example is the Patton family for the last three years doing so much. Using this expertise, the Committee will investigate what services the Association can perform themselves and what services we will need to contract out. There will be a survey sent to the Board to start the information gathering process.

At Large Directors --

Western Iowa: No Report  
Todd Thams

Central Iowa: No Report  
Greg Shireman

Eastern Iowa: No Report  
Jim Rang

Old Business No Old Business

New Business

Discussion by Board Member Evans on NAHU's Operation Shouts. It is confirmed that Doug Ireland has officially retired. Is there a need for the Association to investigate the CE Scanner that he used at meetings? It appears the scanner is owned by Drake University and not Doug.

Meeting adjourned:

Motion by Evans seconded by Barr to adjourn the meeting – Motion passed. The November meeting was adjourned at 3:58 PM.