

# IAHU Board Meeting

## October Minutes

October 13<sup>th</sup>, 2015

Called to Order	The October 13 <sup>th</sup> Board meeting of the Iowa Association of Health Underwriters was called to order by Pres. Jarvela at 3:08 PM. The meeting was held at Delta dental
Members Present --	Jarvela, Lindsay, Evans, Patton, West, Shireman, Schreder, Thams, Hitchcock,
Members Absent --	Barr, Rang
Minutes --	Motion by Patton seconded by Shireman to approve the September Board minutes. Motion passed
Financials --	Motion by Thams seconded by Patton to approve the September Financials. Motion passed
Presidents Report -- Donielle Jarvela	No updates to report
President Elect's Report Lynn Schreder	The date for the 2016 symposium have been established. The symposium will be held May 10 <sup>th</sup> and 11 <sup>th</sup> 2016. Arrangements have been made with Prairie Meadows and we are anticipating receiving the formal contract soon. The event next year is being moved to earlier in the year. It's hoped because of this change in dates, we will capture more people to attend because we won't be in conflict with traditional vacation time. We are going to maintain the two-day format. Schreder is interested in Board input on possible speakers and what the formal theme for the symposium should be.
Past President's Report -- Jess Patton	No report
Finance Committee Report	A Profit and Loss Statement for the 2015 year and a copy of the check register from January all your back from your meeting about 2015 through October 12, 2015 was emailed to the Board. Question from Board Member Shireman – “was the reflected \$1000 negative profit inclusive of all expenses from the 2015 symposium?” Yes – all symposium expenses have been submitted and paid. Total expense from Prairie Meadows Resort was \$28,712.
Committee Reports --	

Awards: No report  
Dawn Barr

Programs: The September Member webinar was presented by Zywave – John Kotnik.  
James West The scheduled October webinar will be 6055 and 6056 tax code reporting presented by Loni Melton of Paylocity. 20 people enrolled already.

The November webinar will be a carrier product overview.

For December, there are two social events for Members planned one in Cedar Rapids and one in Des Moines.

The Committee is in the process of firming up events/webinars for the 2016 year. They're reviewing the Member survey to learn topics that the Members have expressed interest in receiving more information.

The 2016 symposium is scheduled for May 10<sup>th</sup> and 11<sup>th</sup> 2016.

May 18<sup>th</sup> and 19<sup>th</sup> 2016 will be Tax Strategies presented by Laura Marx.

Communications: No report  
Dawn Barr

Public Service: No report  
Karey Meek-Anderson

Government Relations: Since our last Board meeting – I participated with the Big I in a planning session for the Day on the Hill. The event is scheduled for February 2, 2016. Tracy Hitchcock It's interesting to note that this will be the day after the Iowa Caucuses. The Association will set up their own meetings with legislators for the Hill event. There was Board conversation regarding should the Association pay the cost for having a booth - \$600 – was there value in this. Following this discussion it was agreed that we would not have a booth at the Day on the Hill.

There was a conversation at our last Board meeting regarding pending changes in the Fiduciary Responsibility Law and how it impacts independent agents. More specifically health care professionals. Board Member Hitchcock reached out to Susan Freed a local Des Moines attorney, Formally associated with the Big I, for her opinion. She feels that there is a possibility that this responsibility can transfer to the agent but with proper planning, best practices and transparency disclosure the exposure would be minimal. But of course, each Association Member needs to check with their personal legal counsel to make a definitive assessment of their exposure. The Board felt this may be an excellent topic for future webinar.

The PACE Act was signed into law by Pres. Obama. This will impact our Members because it moves the definition of small group back to 1 to 50 employees. It should be noted that even though the President signed the bill, the final decision is up to each individual states on what their definition of small group will be. This will require a tremendous amount of research with our various carriers to see how they are planning on handling this recent change. This will place a burden on them because they all had new rates filed anticipating the change in small group definition to 100 employees. It was felt by the Board that how the carriers plan on handling this would be an excellent topic for the already scheduled carrier event on November 19, 2015.

The Committee is also working on Association communication in the form of a monthly newsletter as well as participation on a monthly legs call with National.

Member Services: Current Membership is 201. This is down slightly because of a 7 person  
Joe Evans adjustment from National because of Members who pay on preauthorized check who have lapsed. Because of the time lag in reporting out Membership number fluctuates.

A Membership Committee has been established.

Chairperson Evans passed out a list of new Members over the past 12 months.

What is the procedure when a new member joins the Association that their contact information gets added to the list of members maintained by Jacque Meyer for Barr's email blasts? The past procedure has been for the membership committee and the president to send a current list to the Communications Chair.

There are meetings planned with Mercer and Wellmark to attempt to reestablish the list of bill program with their employees. Only 10 employees are required for a list bill.

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 Should be noted that the Lt. Gov. anticipates running for the Governor's office. Our lobbying group will probably be running her campaign. It is also felt that the former Speaker of the House and past Mayor of Cedar Rapids, Ron Corbett, who has insurance industry ties, will also be running. This could become interesting if both camps come to us for support.

Joe Evans and Tracy Hitchcock attended a fundraiser for the Iowa Insurance and Financial Services Education Foundation On October 1, 2015. This may be an excellent organization to be a recipient of a future donation.

Meeting adjourned: Motion by Shireman seconded by Patton to adjourn the meeting – Motion passed. The October meeting was adjourned at 4:14 PM.