

IAHU Board Meeting
Meeting Minutes
May 9th, 2017

Called to Order	The May 9 th , 2017 Board meeting of the Iowa Association of Health Underwriters was called to order by President Schreder at 3:04 PM. The meeting was held at Delta Dental.
Members Present --	Lindsay, Schreder, Thams, Elam, Jedlicka and Shireman (on phone)
Members Absent --	Mueller, West, Hitchcock and Evans
Secretary/Treasurer Report – Bob Lindsay	Motion by Elam/Seconded by Jedlicka to approve the April Board Minutes. Motion Passed Motion by Thams/Seconded by Elam to approve the April financials. Motion Passed. A comparison of revenue and expenses for the 2016 Symposium with to date revenue and expenses for the 2017 Symposium was distributed to the Board. The cash balance in the checking is very favorable compared to years past.
President Elect’s Report/Symposium Todd Thams	The Symposium is less than one month away. So far we have 84 registrations it should be noted that more than half of total attendees come in in just the last few weeks before the Symposium. 18 confirmed sponsors. Lengthily Board discussion on Symposium plans. On schedule - on budget.
Programs/Education James West	James was unable to attend the meeting but sent his report by e-mail: - 75 enrolled for May 18th meeting (largest enrollment since I have been programs chair) Symposium - I have the needed information to file CEs for the ethics and self-funded programs (6 credits) - need information for remaining programs to get all CEs filed for Symposium (outline and course description) Golf - have signs for the hole sponsors - will only have one plaque to go to first place team - will have mulligans available for purchase - 3 contests: longest putt, longest drive, and closest to the pin. Awards will be a putter, driver, and some golf balls

We decided to limit the giveaways this year so everyone gets back to the hotel for the vendor fair.

Member Services
Joe Evans

National news: The January Membership report is posted online [here](#). We held a bit steady & ended the month of January with 16,629 Members (December we were at 16,663). Retention went up a bit to 78.37% (last month it was 78.14%). We welcomed 265 new Members:

Membership has created a Membership group on Facebook that you may want to join. This is just for council and Membership chapter leaders and presidents.

The idea is that we will share ideas and post questions here. The name is NAHU Membership Leaders. Here is the link so join now
- <https://www.facebook.com/groups/655022474656060/>

Membership Campaign:

Two contests going on now:

The March Madness campaign – March 14th – March 28th: Any NEW Member (not any lapsed Members re-joining) will receive \$50 off their annual dues.

The retention contest – any Member who joins by bank draft or renews by bank draft from March 1- May31 will be entered into gift card drawings.

Reminder: “New Member Website” This website is intended to show the new Member the highlights of what they need to know. Every new Member will receive a welcome email from NAHU with a link to this new website. At the bottom of the site is a printable infographic, which highlights the information contained on the new website.

At Larger Reports

Central Iowa No report
Greg Shiremen

Western Iowa No Report
Cassandra Mueller

Eastern Iowa We have found a venue for the Eastern Iowa Member meeting (PCI Building in Cedar Rapids) The meeting will be sometime in July. Discussion on how to make this meeting information available to the Membership.
Rick Jedlicka

Communications
Mike Elam

Website Report – As of 4/10/17.

One Social Medial post for the month of May. Social medial ‘Likes’ for May is up to 44. Facebook is still strong. Discussion of the NAHU Message Board and how it can be used.

Government Relations
Tracy Hitchcock

No Report

President Report
Lynn Schreder

Discussion about having a June Board Meeting on June 13th as our Association's annual meeting. The slate of officers went to the Membership for voting. The results of the voting will be presented at the Symposium. With the new Board Members introduced at the Symposium. Discussion of making a contribution to the HUPAC Admin Fund. Motion by Elam/Seconded Jedlicka to make a \$500 contribution to the HUPAC Admin Fund. Motion Passed.

Old Business

Upcoming Events:

Iowa Insurance Hall of Fame – May 18th at Prairie Meadows

IAHU Annual Symposium at Marriott Down town Des Moines, June 7 – 8, 2017

Annual Conference in Orlando, FL – June 25th – June 28th, 2017

Discussion of Video Stories – 'How I help Iowans Thrive'.

New Business

Meeting adjourned:

The May meeting was adjourned at 4:09 PM.