

**IAHU Board Meeting  
Meeting Minutes  
September 12, 2017**

Called to Order	The September 12 <sup>th</sup> , 2017 Board Meeting of the Iowa Association of Health Underwriters was called to order by President Thams at 3:02 PM. The Meeting was held at Delta Dental.
Members Present --	Lindsay, Thams, West, Hitchcock, Evans, Elam, Jedlicka
Members on Phone --	Shireman, Mueller, Strouse
Members Absent --	Meek-Anderson, Schreder
Secretary/Treasurer Report – Bob Lindsay	<p>Motion by West / Seconded by Jedlicka to approve the August Board Minutes. Motion Passed</p> <p>Motion by Evans / Seconded by West to approve the August Financials. Motion Passed.</p> <p>Discussion regarding Treasurer at least once per year furnishing the Board copies of the bank statement from Freedom Bank. It is felt this would be a good idea as a method of providing checks and balances.</p> <p>Checking balance as of 8/31/2017 is \$30,636.97. There is also a CD with roughly \$3,500.</p>
President Elect’s Report/Symposium Mike Elam	The location for next year’s symposium is the Downtown Marriott. The contract has been signed for a one year agreement. We have learned that the Marriott does not have availability for 2019. The committee is reaching out to Prairie Meadows to check with them for dates in 2019 but nothing has been determined. Other possible locations were discussed. Areas of the State as well.
Past President/HUPAC Lynn Schreder	No Report
Programs/Education James West	Report/feedback on the Program event that was held in Cedar Rapids. Dr. Tom Evans presented and it was very well received. Notification of the programs is very important. There is a gap for November so we can consider doing a program in Cedar Rapids by Health Equity. We are also investigating a report/meeting from the Commissioner’s office. We did get one new member from the meeting in Cedars Rapids. There will be a Social

event in December tentatively scheduled for the 21<sup>st</sup>. – should we consider having one in Cedar Rapids? There probably will not be a Board Meeting.

Member Services  
Joe Evans

We have three new members in the month of August. Only one person lapsed. The total number of members is 202. Welcome emails will go out to the new members. Discussed a pamphlet from National, the ABC's of Membership. (copy attached)

#### At Large Reports

Western Iowa  
Karey Meek-Anderson

No Report

Eastern Iowa  
Rick Jedlicka

Continued discussion about the successful Member meeting held in Cedar Rapids. There was a positive feeling about upcoming meetings in Cedar Rapids. The venue was the Physician's Clinic of Iowa. A good neutral location.

Corporate Sponsors  
Cassandra Mueller

Thoughts and suggestions on how we should consider changing our sponsorship structure. (document attached) Lengthily discussion of annual sponsorship vs. a sponsorship tied to the annual symposium. Have sponsors sponsor the Association on an annual basis? Issues with offering NAHU memberships for sponsorships. These may be used or not used. Generally it is the feeling that the memberships push a company to sponsor. The issue is the value that the Association brings to our sponsors. There should be a conversation with our top sponsors as to what they would like to see with their sponsorship?

Communications  
Tracy Hitchcock

No Report

Awards  
Greg Shireman

There is a member of the Nebraska Association who has developed a spreadsheet for tracking progression towards the various National awards. With this spreadsheet we can track all of the Iowa Association activities during the year and with this information we will have a better idea of what awards we may qualify.

Government Relations  
Marcie Strouse

The top item is the Stop Gap Measure in Iowa. There is a lot of information on the Commissioner's website. As soon as they receive notification they will reach out to us. At that time we need to do a quick communication to our membership. The Commission plans on informational meetings as well. They are moving ahead with the thought that the Stop Gap will be approved.

President's Report  
Todd Thams

Last month, Evans, Elam, Schreder and Thams attended the Region 4 Annual meeting in Omaha. One thing that was pointed out is the need for the Board to have an annual strategy meeting. This meeting will be held in conjunction with the October Board Meeting. It will begin at 2:00 PM at Delta Dental on October 10<sup>th</sup>. If anyone wants to participate in the Region 4 monthly conference call you are welcome to do so. It is held the third Wednesday of each month. The importance of pushing information to our membership about the resources that available from National. Professional Development as an example. Account Manager Certification is another. Medicare Marketing Summit. Consider ways to generate interest in the Association from the Large Independent Brokers. Consider having a Legislative Update at the beginning of each member meeting.

Old Business

None

New Business

Discussion on organizations we donate money to. Board Member Evans discussed an opportunity for a donation to IRIS, an organization that distributes radios to blind individuals. Should we consider buying a table at their annual meeting on October 3<sup>rd</sup>? Following discussion it was felt that our contributions should be limited to insurance organizations.

Meeting adjourned:

4:32 PM