

**IAHU Board Meeting**  
**April Meeting Minutes**  
**April 10<sup>th</sup>, 2018**

Called to Order	The April 10 <sup>th</sup> 2018 Board Meeting of the Iowa Association of Health Underwriters was called to order by President Elect Elam at 3:04 PM. The Meeting was held at Delta Dental.
Members Present --	Lindsay, Evans, West, Schreder, Hitchcock, Strouse, Elam
Members on Phone --	Jedlicka
Members Absent --	Thams, Mueller, and Meek-Anderson
Secretary/Treasurer Report – Bob Lindsay	Motion by Schreder / Seconded by Evans to approve the March Board Minutes. Motion Passed  Motion by Schreder / Seconded by West to approve the March Financials. Motion Passed.  Sponsorship and Registration dollars continue to come in.
President Elect’s Report/Symposium Mike Elam	An update on where we are with the Symposium. The Committee is very close of finalizing the ‘agenda’ for the two day symposium event. There are only two open spots. Conversation about asking our State Legislators attend and meet with our members and for some to receive a contribution from our PAC.  Discussion of music, vendor passport and carrier updates. The carrier updates to be driven by sponsorship dollars. Introduction of the Board?
Past President/HUPAC Lynn Schreder	Discussion of the current HUPAC Report (attached) The report is just through February 2018. Nationally, for Region 4, we should be at 25% member contributions – we are at 32%. Conversation about Board member contribution to HUPAC.  Discussion on the pending slate of officers for the 2018-2019 Year. Past President – Todd Thams President – Mike Elam President Elect – James West Secretary/Treasurer – Bob Lindsay Membership Chair – Joe Evans Program Chair – Rick Jedlicka

Communications Chair – Tracy Hitchcock  
Government Relations – Marcie Strouse  
Corporate Sponsors – Casandra Mueller  
At-Large Central Iowa/HUPAC – Lynn Schreder  
At –Large Eastern Iowa – Scott Schrader  
At-Large Western Iowa Karey Meek-Anderson

The Awards Chair position has been eliminated. Possible consideration of this being handled by DMS.

The slate of officers will be presented formally to the Board during the May meeting for final approval. The slate will then be pushed out to the Association membership for their vote. This vote will take place electronically at a time in advance of the Annual Symposium – this will allow for the new Board to be introduced at the Symposium.

Programs/Education  
James West

(See the attached Report for a listing of the upcoming programs. This report reflects programs from the beginning of the year. Annual Symposium is set for June and the Committee is working on dates for the golf outing. The Committee is considering the event to be held in the Eastern side of the state. This will be later in the year, August or September. Rick Jedlicka has agreed to assume the chairmanship of the Programs Committee.

Member Services  
Joe Evans

(See attached Report) Unfortunately we have lost four members this month. We currently have 194 members. The Committee is working hard to get these member back. NAHU just started a new membership contest. They are giving a \$50 discount for new members and the local Committee plans on adding \$50 to this to make a \$100 discount for new members during the next month.

#### At Large Reports

Western Iowa No Report  
Karey Meek-Anderson

Eastern Iowa Plans on promoting the upcoming programs to the Eastern Iowa  
Rick Jedlicka membership. Discussion on how an agent's E&O coverage would respond for agents sell the Farm Bureau program which by definition are not health insurance plans. There are some specific E&O carriers who will write for this type of plan but some will not. Individual agents should check with their personal carriers. We will check with Mercer, the agent for NAHU's E&O program to get their opinion.

Corporate Sponsors No Report  
Cassandra Mueller

Communications  
Tracy Hitchcock

The Committee has been busy assisting with Symposium planning and organizing the communications required. Working with DMS. The Board's consensus was very favorable with the appearance and professionalism of recent communications. Discussion of the numbers of members and non-members contacted through formal email lists. Past program notifications appear to be going to a larger number of members and not substantial number of non-member. This causes a reduction in program revenue. Discussion on make certain we/DMS is using the most up to date email addresses.

Lengthily discussion of the new website and the work done by DMS. We pay them \$600 per month marketing fee. Building the new website is a fee of \$4,000 first year only.

Discussion of our current relationship with JTM Media and who will discuss the Board's change in position with them. We are moving to more of a management company. Tracy Hitchcock will make the call during the first call of May.

Government Relations  
Marcie Strouse

Report from the Association Lobbyist Larry Blixt detailing pending legislation in the Iowa Legislature. He assumes the session will extend past the traditional deadline. The issue remain to be the tax bill. The Senate passed their version last month but the House still pushing for their version. A lot of leadership jockeying. From a healthcare perspective, the 'Farm Bureau Bill is top of mind. The Bill has passed and will be signed. Larry has had meetings with Wellmark and with Farm Bureau to confirm that Agents will be able to sell this product and be paid commissions. Discussion of the MEWA Bill and how it compares to the Farm Bureau Bill. There probably will be no other healthcare legislation this year.

Discussion of the continuation of the Grand Mothering provision. Even though this provision still has to be approved by our Insurance Department it was felt this will go through. This will impact roughly 35,000 Iowans.

Consider inviting candidates running for office this to attend our symposium to introduce themselves.

President's Report  
Todd Thams

No Report

Old Business

None

New Business

The Region Four Meeting is scheduled for August 2<sup>nd</sup> & 3<sup>rd</sup>. It will be held at Iowa Bankers. A save the date has been sent. The Committee is planning on trying to get five or six sponsors. The dinner will be at Prairie Meadows. There is a block of rooms there with a reduced rate.

Meeting adjourned:

4:56 PM