

IAHU Board Meeting

March Meeting Minutes

March 6th, 2018

Called to Order The March 6th 2018 Board Meeting of the Iowa Association of Health Underwriters was called to order by President Elect Elam Thams at 10:20 AM. The Meeting was held at Iowa Bankers follow a CE Member Meeting.

Members Present -- Lindsay, Evans, Elam, Strouse, West, Meek-Anderson

Members on Phone -- Mueller

Members Absent -- Schreder, Thams, Jedlicka

Secretary/Treasurer Report – Bob Lindsay Motion by Evans / Seconded by Meek-Anderson to approve the February Board Minutes. Motion Passed

Motion by Meek-Anderson / Seconded by Hitchcock to approve the February Financials. Motion Passed.

A revised budget was sent to Members of the Board. If any member wants to adjust their numbers just let me know then this will become the official budget for 2018.

President Elect’s Report/Symposium Mike Elam

Symposium Update:
 A call with subCommittee was held at 11:09am, Friday, March 2, 2018.
 In attendance were: Laura Baley from DMS, Cassandra Mueller, Marcie Strouse and Mike Elam. The Block Agenda for the Symposium was discussed. Updated version is attached. The Committee finalized registration costs so DMS could complete work on registration materials and webpage.

	Before May 1	After May 1
Member	\$229	\$289
Non-Member	\$279	\$339

Room rate is \$189.00 per night at the Marriott.
 Laura at DMS will work with their team to prepare online registration.

Laura is also coordinating development of online sponsor application and payment.
 Andrew at DMS has completed the header image that we will be using in all symposium email content.
 Laura and DMS team are working on a timeline and will get to us for approval in the near future.
 We have confirmed several speakers including Commissioner Ommen, Pat Nelson from Principal, Dan Meylan from Allied National, Marcie Buckner from NAHU, Scott Fisher from McCrossen Consultants, Joe Lamberson from VCG. I plan to meet with Troy Cook on Friday to discuss him possibly being a keynote. Also working to get Governor Reynolds and Congressman Young, as well as other state legislators to present.
 There was discussion with the Board on their opinion about the market panel. Should it be the same as last year with Marcie Buckner in for John Greene?
 We need an Ethics CE program as well as at least two others. Any Ideas?
 No sponsorships received yet. Delta Dental will be submitting ours this week.

Past President/HUPAC
 Lynn Schreder

No Report

Programs/Education
 James West

A calendar of events was sent to the Board. (attached) The Committee is still working on a venue for the golf outing and to finalize a date. The golf outing is targeted for August.

Member Services
 Joe Evans

Currently we have 198 members. This is the same as last month. There was a \$50 national incentive to gain member and the Iowa Association added an additional \$50. There were only two members added from this promotion.
 Discussion on ways to promote the Association in other parts of the State. Hold informational meetings of the benefits of membership.

At Large Reports

Western Iowa
 Karey Meek-Anderson

Use the continuing education that Iowa Bankers presents to their agencies as an opportunity for Chair Evans to make a brief presentation on the benefits of Association Membership.

Discussion of the Iowa Insurance Hall of Fame Dinner.
 Should we purchase a table for a donation of \$500? We

should also seek out people who could be nominated for the Hall of Fame. It is being held on the Thursday evening the 26th of April.

Motion by Meek-Anderson: That the Association purchase a table at the Iowa Insurance Hall of Fame for a cost of \$500. Second / Hitchcock. Motion Passed.

Eastern Iowa No Report
Rick Jedlicka

Corporate Sponsors DMS is currently sending another email blast to past
Cassandra Mueller corporate sponsors. Currently the only sponsor who has committed and paid is Base. There appears to be several sponsors interested from the calls and emails received. It is suggested that if any member of the Board has a carrier contact who they think would be a sponsor, the Board Member should initiate contact. DMS is preparing an on-line sites for sponsors to register. This will make the process simpler than in past years. Chair Strouse is initiating contact with Wellmark.

Communications Our new relationship with Diversified Manage Services (DMS)
Tracy Hitchcock will help us centralize all communications. We have just sign the Website agreement however we are still using JTM for the time being. We will be invoiced \$2,000 in March which is 50% of our new website fee. There will be a three month implementation for the new website. Once it is deployed, we will owe the other half of the fee.

Awards No Report
Chair to be appointed

Government Discussion of House study bill 637. 'Farm Bureau/Wellmark
Relations Plan'. A health plan not health insurance. Wellmark will be the TPA-plan funded by Farm Bureau. It is the feeling that the Board at this point should maintain a position of 'Undecided'. It shall be the Board position that we are open to options for Iowan to obtain care. It should be considered that while it might be helpful in the short term for some Iowans, the proposed unregulated monopoly could destroy the hope for

any viable individual market in Iowa and could statutorily create a competitive disadvantage for any non-FB agent in Iowa.

Discussion on association health plans and how they will look in the state of Iowa. The issue is Federal regulations and their limitations.

President's Report
Todd Thams

No Report

Old Business

None

New Business

Chair Evan discussed the upcoming/planning for the Region Four Meeting. This is our Associations year to plan and host this meeting. Evans proposes that a Committee be established for this planning. The meeting is generally held during the first week of August. August 1st and 2nd. A Wednesday and Thursday. Usually there are 30 to 40 attendees. The meeting is usually a day and half. Discussion of holding the meeting at Iowa Bankers. Meek-Anderson will check to see if her facility is available.

Meeting adjourned:

10:47 AM

2018 IAHU Symposium Agenda

Date	Time	Topic 1	Speaker 1	Topic 2	Speaker 2	Topic 3	Speaker 3
6/6/2018	8:00 AM	Opening - Mike Elam		Breakfast (7:30 - 8:30)			
	8:30 AM	Governor Kim Reynolds					
	9:00 AM	Keynote - Troy Cook					
	9:30 AM	Break to visit Sponsors					
	10:00 AM	IAHU Update - Marcie Buckner					
	10:30 AM						
	11:00 AM						
	11:30 AM						
	12:00 PM	Lunch					
	12:30 PM						
	1:00 PM	Commissioner Doug Ommen					
	1:30 PM						
	2:00 PM	Legislative Updates					
	2:30 PM	Break to visit Sponsors					
	3:00 PM						
	3:30 PM	Market Panel					
	4:00 PM						
	4:30 PM						
	5:00 PM	Vendor Reception					
	5:30 PM						
	6:00 PM						
	6:30 PM						
	7:00 PM						
	7:30 PM						
	8:00 PM						
	8:30 PM						
	9:00 PM						
	9:30 PM						

Date	Time	Topic 1	Speaker 1	Topic 2	Speaker 2	Topic 3	Speaker 3
6/7/2018	8:00 AM	Opening	TBD	Breakfast (7:30 - 8:30)			
	8:30 AM	Self-funding	Dan Meylan	DI	Pat Nelson	Ethics	TBD
	9:00 AM	Self-funding	Dan Meylan	DI	Pat Nelson	Ethics	TBD
	9:30 AM						
	10:00 AM						
	10:30 AM	DI	Pat Nelson	Self-Funding	Dan Meylan	Ethics	TBD
	11:00 AM	DI	Pat Nelson	Self-Funding	Dan Meylan	Ethics	TBD
	11:30 AM						
	12:00 PM						
	12:30 PM	Succession	Joe Lamberson	CE	TBD	CE	TBD
	1:00 PM	Succession	Joe Lamberson	CE	TBD	CE	TBD
	1:30 PM	CE	TBD	Succession	Joe Lamberson	CE	TBD
	2:00 PM	CE	TBD	Succession	Joe Lamberson	CE	TBD
	2:30 PM						
	3:00 PM	CE	TBD	CE	TBD	CE	TBD
	3:30 PM	CE	TBD	CE	TBD	CE	TBD
	4:00 PM						
	4:30 PM						
	5:00 PM						
	5:30 PM						
	6:00 PM						



IAHU Membership Committee Report – 3/6/18

Current Membership: 198 association members (vs 198 last month)

New Iowa Membership since 7/1/17:

Full_Name	Company	Join_Date	Email
Patricia Constance Gagne, FLMI	Aureon HR	2/5/2018 0:00	patricia.gagne@aureon.com
William C Weyers, CEBS, RHU	Bearence Management	1/31/2018 0:00	wweyers@bearence.com
Ann M. Soenksen	Modern Woodmen	1/25/2018 0:00	ann.soenksen@modern-woodmen.org
Ms. Michelle Henaman, CHC	Aetna	12/21/2017 0:00	henamanm@aetna.com
Amanda Comer	UnitedHealthcare	12/18/2017 0:00	mandi_comer@uhc.com
Roshaun Gnewuch	Holmes, Murphy	10/20/2017 0:00	rgnewuch@holmesmurphy.com
Melanie Russell	KHI Solutions	10/12/2017 0:00	melanie@khisolutions.com
Dominic Paige Bottenfield	Aetna	8/25/2017 0:00	bottenfield12@hotmail.com
Sheila Nelson	Delta Dental of Iowa	8/1/2017 0:00	snelson@deltadentalia.com
Debra Phillips	Aetna	7/28/2017 0:00	dkphillips@aetna.com
Tiffany Bomer	Wellmark, Inc.	7/26/2017 0:00	bomertj@wellmark.com
Marla Melco	Delta Denal of Iowa	7/24/2017 0:00	mmelco@deltadentalia.com
Phil E. Waniorek, Jr.	Benefits, Inc.	7/18/2017 0:00	phil@benefitsolutions.us
Howard Eaton, EMBA	AFLAC	7/7/2017 0:00	heaton@aflac.com

Lapsed Iowa Membership since 7/1/17:

Full_Name	Company	Paid_Thru	Email
Jennifer Stahle	Mercer	1/31/2018 0:00	jennifer.stahle@mercerc.com
David L. Kline, CHC	Agency Bloc	10/31/2017 0:00	DavidLeeKline@gmail.com
Laura R. Patton, LUTCF, HIA	Associations Marketing	10/31/2017 0:00	lpatton@amgi-dsm.com
Austin Vogt	The Vogt Group	9/30/2017 0:00	austin@thevogtgroup.com
Lindsay Buenzow	Wellmark	8/31/2017 0:00	buenzowl@wellmark.com
Linda Clause, FLMI, RHU		7/31/2017 0:00	clause.linda@gmail.com
Amanda Comer		7/31/2017 0:00	

1st Quarter Working projects: Committee Members: Dennis Fratella, Justin Mohning

- Continue sending welcome emails to all new members. -Justin will be making calls to any lapsed members.
- Monthly strategic calls to confirm any work assignments. -Stay focused on committee mission and responsibilities
- Mar/Apr membership campaign: No current contest going – send out gift cards for last contest - Feel the love contest - 1/30 until 2/14, Joe – meet with GA contacts to promote IAHU/NAHU with GA producers, Lynn already sending out promotion.

**Iowa Association of Health Underwriters
2017 Calendar of Events**

Monthly Programs	Date and Time	Location	Speaker	CEs Offered
JANUARY				
Board Meeting	Tuesday, January 9 3:00pm-4:30pm	Delta Dental	N/A	N/A
Program: None			N/A	N/A
FEBRUARY				
NAHU Program: State of the Union...and Health Policy	Thursday, February 8 11:00am	Webinar	Janet Trautwein	N/A
Insurance Day on the Hill	Tuesday, February 13 11:00am-1:30pm	Capitol Hill Des Moines	N/A	N/A
Board Meeting	Tuesday, February 13 3:00pm-4:30pm	N/A	N/A	N/A
NAHU Capitol Conference	February 26-February 28	Washington DC	Various	N/A
Program: None	Thursday, February 15			
MARCH				
Board Meeting	Tuesday, March 13 3:00pm-4:30pm	Delta Dental	N/A	N/A
Program: Legislative	Tuesday, March 6 9:00am-10:00 am	Iowa Bankers 8800 NW 62nd Ave Johnston, IA 50131	Andria Seip	1
APRIL				
Board Meeting	Tuesday, April 10 3:00pm-4:30pm	Delta Dental	N/A	N/A
Program: Criminal Health Cases	Thursday, April 19 10am-12noon	Iowa Bankers 8800 NW 62nd Ave Johnston, IA 50131	Paula Musil- Advisor on Criminal Investigations	2
Program: HSA Recordkeeping, Taxes, and Penalties. Account based health plans	Thursday, April 26 10am-12noon	PCI Building Cedar Rapids	Matt Mason	2
MAY				
Board Meeting	Tuesday, May 8 3:00pm-4:30pm	Delta Dental	N/A	N/A
Program: Criminal Health Cases	Thursday, May 17 10am-12noon	Pizza Ranch 2450 Westdale Dr SW Cedar Rapids, Iowa	Susan Bryars -Sr Advisor on Criminal Investigations	2

**Iowa Association of Health Underwriters
2017 Calendar of Events**

Program: HSA Recordkeeping, Taxes, and Penalties. Account based health plans	Thursday, May 17 9am-11am	Iowa Bankers 8800 NW 62nd Ave Johnston, IA 50131	Matt Mason	2
JUNE				
Board Meeting	Tuesday, June 12 3:00pm-4:30pm	Delta Dental	N/A	N/A
Program: IAHU Symposium	June 6-7	Downtown Des Moines Marriott	Various	8
NAHU Program: Compliance Update - New and Ongoing Concerns	Thursday, June 21 11:00am	Webinar	Janet Trautwein	N/A
NAHU Annual Convention	June 23-26	Sheraton Crown Center Kansas City, MO	Various	N/A
JULY				
Board Meeting	Tuesday, July 10 3:00pm-4:30pm	Delta Dental	N/A	N/A
Program: TBD	Thursday, July 19			
AUGUST				
Board Meeting	Tuesday, August 14 3:00pm-4:30pm	Delta Dental	N/A	N/A
Program: Colonial Life - Topic TBD	Thursday, August 16	Iowa Bankers	Joe Evans	2
SEPTEMBER				
Board Meeting	Tuesday, September 11 3:00pm-4:30pm	Delta Dental	N/A	N/A
Program: TBD	Thursday, September 20	N/A	N/A	N/A
OCTOBER				
Board Meeting	Tuesday, October 9 3:00pm-4:30pm	Delta Dental	N/A	N/A
Program: TBD	Thursday, October 18			
NOVEMBER				
Board Meeting	Tuesday, November 13 3:00pm-4:30pm	Delta Dental	N/A	N/A

**Iowa Association of Health Underwriters
2017 Calendar of Events**

NAHU Program: Congressional Election Update	Thursday, November 15 11:00am	Webinar	Janet Trautwein	N/A
Program: TBD	Thursday, November 15			
DECEMBER				
Board Meeting	Tuesday, December 11 3:00pm-4:30pm	Delta Dental	N/A	N/A
Program: IAHU Social	Thursday, December 20 5:00pm-7:00pm			