

IAHU Board Meeting
September Meeting Minutes
September 11th, 2018

Called to Order	The September 11 th 2018 Board Meeting of the Iowa Association of Health Underwriters was called to order by President Elect West at 3:04 PM. The Meeting was held at Delta Dental.
Members Present --	Lindsay, Evans, West, Mueller, Schreder, Hitchcock, Schroeder
Members on Phone --	
Members Absent --	Jedlicka, Thams, Elam, Meek-Anderson, Strouse
Secretary/Treasurer Report – Bob Lindsay	Motion by Schroeder / Seconded by Mueller to approve the August Board Minutes. Motion Passed – Minutes done by Board Member Strouse Motion by Hitchcock / Seconded by Schroeder to approve the August Financials. Motion Passed.
President Elect’s Report/ Symposium Report - James West	The Golf Outing was Friday September 7 th . “It was a little wet!” There was roughly a one hour delay because of the wet weather, cart path only. There were 60 total golfers. There should be an approximate net profit of \$2,000 - \$2,500. Board feedback was favorable. There were only one or two foursomes that did not show up. Still waiting for a signed contract from the Gateway in Ames for our 2019 Symposium. Once the contract is signed West would like to get the Symposium Committee in action
Past President/Thams	No Report
Programs/Education Scott Schroeder	The August 23 rd Program Committee meeting minutes were distributed to the Board. The main thrust was to get the October CE Meeting organized. There was discussion about the location of the Cedar Rapids meeting. It seems some Members expressed concern that the meeting would be held at the office conference room of one of their major competitors. There really are not a lot of favorable locations to be used in Cedar Rapids for meeting of this type for low costs. There has been a lot of work done on the upcoming meeting calendar. Chair Schroeder passed to the Board copies of the tentative 2019 Meeting Calendar. This information will be placed on the IAHU website for Member review. An exciting feature of the new website is the ability for Members to register and pay for upcoming

IAHU events. There is consideration of a new Membership program tied to the Member meetings. If a non-Member attends for the higher fee, \$60 then when that person joins NAHU he will receive a \$50 refund on his first year's dues. The Board was very supportive of this idea.

Member Services
Joe Evans

(See attached Report) We currently have 198 Members versus 201 last month. The Committee is working hard to get these Member back. There was discussion by the Board on the demographic of the Membership. Agents compared to company representatives. 22% carrier 78% agent. This is pretty much the national Membership average of NAHU. Discussion about lapsed Members being contacted to ask them to rejoin. The Committee is getting more MGA's involved.

At Large Reports

Western Iowa No Report
Karey Meek-Anderson

Eastern Iowa No Report
Rick Jedlicka

Central Iowa/HUPAC A report of current Iowa HUPAC Participation was passed to the Board.
Lynn Schreder There is 100 Board participation in HUPAC. Another goal is to grow participation in Capitol Club. We currently have seven Members at this level. There is a 15% give rate which is slightly higher than the other areas in our region.

Corporate Sponsors Lengthy discussion on the planning on Annual Symposium Sponsorship
Cassandra Mueller Levels for 2019. The goal is to get the sponsorship information out to all vendor so we can catch their 2019 sponsorship plans. Discussion about have an annual Membership versus asking for Sponsorship for each event. Board Member Mueller does not have a Committee and needs help in coordinating sponsorships. Discussion on what would be included in each sponsorship level. Discussion on the Dollar amount of an annual sponsorship. This information will be sent to sponsors in March. Cassandra Mueller was asked to rework what items would be included in each sponsorship levels. Possibly three types of sponsorship – as is, annual or annual hybrid? Consider Annual or `A la carte – a sponsor decides they want an annual sponsorship or they pick and choose from our events for sponsorship. A vote was tabled with no decision on Annual Sponsorship vs. Individual Event Sponsorship was made. Future discussion on Annual or `A la carte.

Communications Tracy Hitchcock	No formal update. Working with the Program's Committee to keep Members up to date.
Government Relations Marcie Strouse	No Report
President's Report Todd Thams	No Report
Old Business	None
New Business	Consider having DMS assist with our Golf Outing next year. Possibly more creative with marketing. Annual NAHU dues are going up in 2019. \$460 annual dues. President Elam should send out a calendar invite for all the meetings.
Meeting adjourned:	4:15 PM