

IAHU Board Meeting

April Meeting Minutes

April 9th, 2019

- Called to Order The April 9th 2019 Board Meeting of the Iowa Association of Health Underwriters was called to order by President Elect West at 3:10 PM. The Meeting was held at Delta Dental.
- Members Present -- Thams, Lindsay, West, Schroeder, Schreder, Meek-Anderson, Evans, Hitchcock
- Members on Phone -- Mueller
- Members Absent -- Jedlicka, Elam, Strouse
- Secretary/Treasurer
Report – Bob Lindsay **Motion by Evans / Second by Meek-Anderson** -- To Approve the minutes from the March Board Meeting. Motion Passed
- Motion by Schreder / Second by Meek-Anderson** – To approve the Financial Report for the Month of March – Motion Passed
- I try and always submit to the Board A P&L report as well as a complete check register. That way the Board can see clearly all dollars deposited in the account and all checks issued.
- President Elect's Report/
Symposium Report -
James West The registration for the Symposium should be open next week. As right now there are only two speaking opportunities available. The night before will be the VIP dinner. There will be a Board meeting just before the dinner. Bids for a videophotogpher were discussed. We plan on have short video clips posted to our website.
- Past President/Thams The proposed slate of officers has been sent to the Board. This goes to the Board for consideration prior to the symposium and the membership votes electronically. **Motion by Evans / Seconded by Meek-Anderson** -- To approve the proposed slate of officers pending the confirmation of the Member At Large for Central Iowa. Motion Passed. Once the At Large position is confirmed the slate will go to DMS for distribution to the membership.
- Programs/Education
Scott Schroeder Program Committee met on April 8th. There was discussion on the upcoming Long Term Care Partnership training. The LTC Training Manual has been ordered for a cost of \$150.00. Two presenters will be able to use this license then the Association will \$30 per participant for the CE filings. This filing will be done by the vendor providing the manual. DMS will start

to advertise this program on the 10th. The last member meeting slot to be filled is for the month of November. The final piece of discussion was the organization of the Golf Outing to be held in Des Moines. If anyone wants to volunteer to help that would be appreciated. Consideration is being given to offering CE's for a morning class. Anticipated date would be in August or September.

Member Services
Joe Evans

Membership increased slightly from 202 to 203 last month. We have a new Associate Member, Paula Marshall from Assurity. Discussion on lapsed members

At Large Reports

Western Iowa
Karey Meek-Anderson

Discussion on considering have a Long Term Care session in Western/North Central Iowa. We have already purchased the training material so if we can secure a presenter, this would be a good idea. Minimum participation has to be considered. Possibly to be held in August or September.

Eastern Iowa
Rick Jedlicka

No Report

Central Iowa/HUPAC
Lynn Schreder

Discussed Board member contribution to HUPAC. And ways to increase general membership participation. Consider a drawing at Symposium for contribution to HUPAC or increasing their level of contribution. Could be tied to general membership as well. **Motion by Schreder / Seconded by Schroeder** -- That the Board authorize three \$100 gift cards for a drawing at Symposium for those who contribute or increase their level of contribution to HUPAC. Motion Approved.

Corporate Sponsors
Cassandra Mueller

Currently \$32,500 in sponsorships has been committed. We are close to 50% of our sponsorship goal. Detailed discussion on individual Board Member contacts with potential sponsors. It should be noted that we have flexibility in sponsorship amounts if the minimum of \$1,750 is too much for some possible sponsors to consider. Also consider vendors that are used in our agencies.

Communications
Tracy Hitchcock

Work has been done on providing more systematic updates on communications. Newsletters that have been sent out look very professional and first class. There is work on increasing the content. The content comes from us and not DMS.

Government Relations
Marcie Strouse

No Report

Presidents Report/Elam	No Report
Old Business	None
New Business	<p>Discussion on a Member of the Year Award and our expectations – should not be a Board Member and A Legacy Member Award and Insurance Hall of Fame. Discussion on the length of a nomination period. Open from January to April? Should focus on one member per year. Based on what period of activity? Award would be given at Symposium following a nomination from the Board. The nomination will be open to all the membership next year when there is more time. Motion West / Second Schroeder -- To establish a Member of the Year Award -- Motion Approved. Motion West / Seconded by Meek- Anderson -- Establish an IAHU Legacy Award. The Legacy Award will be Board appointed. Motion Approved. Formal wording attached to minutes. There should be a communication pushed out to the membership to announce these two awards. Motion by Schreder / Seconded by West -- To nominate Tom Seltz as our first Member of the Year Award recipient. Motion Approved. Motion Schreder / Seconded by West -- To Award Troy Cook as the Board’s first IAHU Legacy Award recipient. Motion Approved.</p> <p>Discussion of the Iowa Insurance Hall of Fame Induction Ceremony is April 24th, 2019 at 6:00 PM at the Meadows Event Center and possible Board attendees. The Board previously voted to purchase a table for \$500 and a check will be sent to the Hall of Fame.</p>
Meeting adjourned:	4:32 PM