IAHU Board Meeting February Meeting Minutes February 12th, 2019

Called to Order The February 12th 2019 Board Meeting of the Iowa Association of Health

Underwriters was called to order by President Elam at 3:04 PM. The

Meeting was held at Delta Dental.

Members Present -- Elam, Thams, Meek-Anderson

Members on Phone -- Mueller, Jedlicka, Lindsay, West, Strouse and Schroeder

Members Absent -- Hitchcock, Evans, Schreder

Secretary/Treasurer Motion by Thams / Second by Schroeder -- To Approve the minutes from the January Board Meeting. Motion Passed

Motion by West / Second by Schroeder – To approve the Financial Report for the Month of January – Motion Passed

Included in the Financial Report was a report of our 2019 proposed budget. Would all the Board members review and if there are any changes these should be emailed to Treasurer Lindsay. The budget will be voted on/finalized at the March Board meeting.

President Elect's Report/ Symposium Report -James West There was a planning meeting with DMS last week to discuss documents for the 2019 Symposiums. The planning committee is struggling with finding an affordable keynote speakers. There was lengthy discussion about possible speakers but no firm decision was made. The Committee will contact possible recommendations mentioned. There needs to be further discussion on sponsorships.

A question has been received from Nebraska NHU investigating whether Nebraska agents who attend our symposium could receive Nebraska CE Credits. This was discussed and it is the feeling of the Board that the number of Nebraska agents who historically attend cannot justify the expense of filing for their CEs.

Past President/Thams The Committee is starting to put together the slate of officers for next year.

Thams and Elam will be coordinating efforts.

Programs/Education The Program Committee met on the 11th by conference call. The most up to date calendar of upcoming programs was emailed to the Board and this calendar is attached to these minutes. There continues to be discussion on

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how to make our programs attractive to spur attendance in Eastern Iowa. There is also an issue with promoting our program to Western Iowa as well.

Member Services Joe Evans

No Report

At Large Reports

Karey Meek-Anderson

Western Iowa It is extremely difficult in getting interest and attendance in our programs in Western Iowa. Appropriate venues located close to agents is difficult as well. It may make sense to stop promoting in Western Iowa and concentrate our efforts in other areas. It is felt that if an agent has interest in a particular program they will make an effort to attend even if this requites travel.

Eastern Iowa Rick Jedlicka In an effort to increase attendance at programs – which is necessary to assure good speakers, there was discussion on combining a CE session with our golf outing.

Central Iowa/HUPAC Lynn Schreder

No Report

Cassandra Mueller

Corporate Sponsors Several attachment dealing with sponsorships were emailed to the Board. These were just finalized versions of documents already shared with the Board. DMS will begin reaching out to sponsors. It is also important for Board Members who have relationships with past sponsors to reach out to them. Discussion to consider for next year a more formal booklet of sponsorships to be mailed to past sponsors; a more integrated brochure. Chair Mueller will investigate pricing for consideration next year.

> There was lengthy about sponsorship signage at programs when the sponsor happens to be a competitor of the business who is providing meeting space. The Board understands the sensitive nature of this and will investigate further. It was noted that signage for the sponsor at programs was approved by the Board so making drastic changes after the fact would be difficult. This topic was tabled for further discussion during the March Board meeting.

Communications Tracy Hitchcock

No Report

Government Relations Marcie Strouse

There have been several topic of interest coming from the State House. All of these are in the early stages and may not continue: House File 204 – is based on RX Continuity of Care – deals with removing the need to conform with a change in drug formularies. House File 60 dealing with the electronic

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transfer of data. House Study Bill 92, originated in the Senate, deals with requirements associated with fingerprinting. This will not impact anyone who already has their insurance license but may impact people coming into the industry. The Legislative Committee has been asked to provide feedback on this topics. Chair Strouse attended the legislative hearing for the Short-term Limited Duration Plans last week. The new rules for these plans include some consumer protections. There was also discussion about the guaranteed renewability of these plans. How much can a carrier increase premiums at renewal. Will carriers want to sell these plans if affordability at renewal is an issue? It should be kept in mind that the Commissioner will have to approve any rate increase so excessive rate increase should not be an issue.

The schedules for Legislator visits at Capitol Conference are being finalized.

Discussion on participation with Better Care America round table event. Medicare Advantage Plan, Traditional Health Insurance, Medicaid. It is important to keep in mind that we don't want the Association to become a 'Political Entity'.

Presidents Report/Elam No Report

Old Business None

New Business None

Meeting adjourned: 4:28 PM