

IAHU Board Meeting

March Meeting Minutes

March 12th, 2019

Called to Order The March 12th 2019 Board Meeting of the Iowa Association of Health Underwriters was called to order by President Elam at 3:03 PM. The Meeting was held at Delta Dental.

Members Present -- Elam, Mueller, Lindsay, West, Strouse, Schroeder Evans, Schreder

Members on Phone -- Jedlicka

Members Absent -- Thams, Meek-Anderson, Hitchcock,

Secretary/Treasurer Report – Bob Lindsay **Motion by Schroeder / Second by Strouse** -- To Approve the minutes from the February Board Meeting. Motion Passed

Motion by Strouse / Second by Evans – To approve the Financial Report for the Month of February – Motion Passed

At our last meeting there was conversation about sending HUPAC a check supporting the bowling event at Cap Con as well as a contribution to the HUPAC Admin fund. There never was a formal motion for these contributions. Following Board discussion: **Motion by Schreder / Second by Strouse** that a check to HUPAC for \$1,000 be sent with a letter designating \$500 to support the Bowling event and \$500 to support the HUPAC Admin Fund. – Motion Passed

An analysis of the checking account balances on the first of the month, by month for the years, 2015, 2016, 2017, 2018 and January, February and March of 2019 was distributed to the Board which helped for a discussion of seasonal cash flows. Also distributed to the Board was the 2019 proposed budget. Following discussion it was agreed that the anticipated annual sponsorships be increased to \$65,750 and anticipated 2020 Capitol Conference expenses be increased to \$13,500. It was also requested that a line item for Iowa Insurance Hall of Fame be added for \$500. The discussed changes will be made to the budget and the Board can formally approve at the April meeting.

Discussion about developing a scholarship fund to support sending an Association Member to Cap Con. There was also discussion on attending the National Meeting to support Eric Kohlsdorf in his bid for national office.

President Elect's Report/ Symposium Report - James West	Planning is very close to being completed for the Annual Symposium. Most speakers have been confirmed and the schedule for the three days is set. Entertainment is confirmed; there will be 10 CEs for attendees assuming our keynote speaker is approved for CE's. There will be a Board/Speaker/Gold Sponsor dinner the night before. Lengthily discussion on making contacts with potential sponsors. As of today we are at 19% of our goal for annual sponsorships.
Past President/Thams	No Report
Programs/Education Scott Schroeder	The Committee met on March 11 th . The Committee is finalizing the LTC training in May. The 2019 Calendar of Events is basically finalized and work is beginning for the 2020 year. Program schedule and a copy of the Committee Report is attached.
Member Services Joe Evans	There has been an increase in our Membership. Current Membership is 202 compared to 199 last month. Emails are sent to all Members who show up on our lapsed Member list. Ongoing efforts of the Committee are detailed in the Committees' report which is attached. Discussion of a new Membership program from National – a corporate sponsor incentive which has been retooled and will be pushed out to Iowa GA's in the near future.
At Large Reports	
Western Iowa Karey Meek-Anderson	No Report – President Elam noted that this year's Insurance Hall of Fame is April 24 th and there is going to be a health insurance agent inducted. There was discussion that going forward it would be important for the association to nominate a health agent every year.
Eastern Iowa Rick Jedlicka	No Report
Central Iowa/HUPAC Lynn Schreder	There was a report to the Board of all Association Members who contribute to HUPAC. Still at 34 Members. There will be a push for new Participants done at symposium. It should also be a goal to add the number of Capital Club Members.
Corporate Sponsors Cassandra Mueller	Chair Mueller participated with President Elect West's report on the upcoming symposium and the importance of contacting potential annual sponsors. There was discussion on how Member meeting sponsors will be recognized at the meeting while be sensitive to the business who have donated meeting space. Also an effort will be made to recognize the business/agency that makes space available for meetings.

Communications Tracy Hitchcock	No Report
Government Relations Marcie Strouse	There was a general report on the trip to Capitol Conference. There was a lot of information on 1332 waivers. The Iowa Insurance Commission has started an RFI to begin work on Iowa's waiver. There needs to be a market analysis done prior to moving forward. There was a great deal of conversation about the rising costs of pharmaceuticals. Senator Grassley is working on a way to generate more competition associated with drug patents. This is also a huge topic at the state level as well. It is refreshing that finally we are starting to have conversation about actual cost containment items. Conversation on Medicare for All – The challenge is because it is such a political issue. Also discussion on expanding the eligibility for HSA's. Planning is happening to have a legislative panel at the symposium. Transitional relief is probably going to be going away. Iowa is one of the few remaining states to have these policies.
Presidents Report/Elam	No Report
Old Business	None
New Business	Everyone received the flyer from NAHU about the dues increase. Chair Evans asked if an Iowa Association flyer should also be sent to Members by Evans as the Membership Chair. The Board felt that his was a good idea.
Meeting adjourned:	5:10 PM

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

Monthly Programs	Date and Time	Location	Speaker	CEs Offered
JANUARY				
Board Meeting	Tuesday, January 8, 2019 3:00pm-4:30pm	Delta Dental	N/A	N/A
Program: None			N/A	N/A
FEBRUARY				
NAHU Program:	TBD	Webinar	Janet Trautwein	N/A
Insurance Day on the Hill	TBD	Capitol Hill Des Moines	N/A	N/A
Board Meeting	Tuesday, February 12, 2019 3:00pm-4:30pm	Delta Dental	N/A	N/A
NAHU Capitol Conference	Monday - Wednesday February 25 - 27, 2019	Washington DC	Various	N/A
Program: How to Maximum your Membership/Ethics	Thursday, February 21, 2019 9:00 - 10:30 am	Iowa Bankers 8800 NW 62nd Ave Johnston, IA 50131	Tracy Hitchcock Lynn Schreder	1
MARCH				
Board Meeting	Tuesday, March 12, 2019 3:00pm-4:30pm	Delta Dental	N/A	N/A
LTMM Plans, H.S.A. Expansion, State Continuation	Wednesday, March 20, 2019 9:00 - 11:00	Ladd Library 3750 Williams Blvd SW Cedar Rapids, Iowa	Doug Ommen & Andria Siep	2
Program: Cobra, Compliance, State Continuation	Thursday, March 21, 2019 9:00 - 11:00	Iowa Bankers 8800 NW 62nd Ave Johnston, IA 50131	Doug Ommen & Andria Siep	2
APRIL				
Board Meeting	Tuesday, April 9, 2019 3:00pm-4:30pm	Delta Dental	N/A	N/A
Program: Delta Dental/Base QSE - HRA's	Wednesday, April 17, 2018 9:00 - 11:00 am	Iowa Bankers 8800 NW 62nd Ave Johnston, IA 50131	TBD	2
MAY				
Board Meeting	Tuesday, May 14, 2019 3:00pm-4:30pm	Delta Dental	N/A	N/A
Program: Longterm Care Partnership	Wednesday, May, 15, 2019 9:00 - 12:00	TBD Cedar Rapids, Iowa	Karey Meek- Anderson	4
Program: Longterm Care Partnership	Thursday, May 16, 2019 9:00 - noon	Iowa Bankers 8800 NW 62nd Ave Johnston, IA 50131	Karey Meek- Anderson	4
JUNE				
Board Meeting	Tuesday, June 3, 2019 3:00pm-4:30pm	Gateway Hotel Ames, Iowa	N/A	N/A
Program: IAHU Symposium	June 12-13, 2019	Gateway Hotel Ames, Iowa	Various	8
NAHU Program:		Webinar		N/A
NAHU Annual Convention			Various	N/A

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

JULY				
Board Meeting	Tuesday, July 9, 2019 3:00pm-4:30pm	Delta Dental	N/A	N/A
Program: Medicare Cost Plans/GBL?	Thursday, July 18, 2019 Time TBD	Iowa Bankers 8800 NW 62nd Ave Johnston, IA 50131	Tom Evans	1
AUGUST				
Board Meeting	Tuesday, August 13, 2019 3:00pm-4:30pm	Delta Dental	N/A	N/A
Program: DOL - Association Health Plans	Wednesday, August 21, 2019 8:30 - 11:30 am	PCI Building - Community Room 202 10th St SE Cedar Rapids, Iowa	TBD	2
Program: DOL - Association Health Plans	Thursday, August 22, 2019 8:30 - 11:30	Iowa Bankers 8800 NW 62nd Ave Johnston, IA 50131	TBD	2
SEPTEMBER				
Golf Outing	TBD	Des Moines	N/A	N/A
Board Meeting	Tuesday, September 10, 2019 3:00pm-4:30pm	Des Moines	N/A	N/A
Program: HRA/HSA/ERISA	Thursday, September 19, 2019 9:00 am - 11:00 am	Iowa Bankers 8800 NW 62nd Ave Johnston, IA 50131	Cassandra Mueller	2
OCTOBER				
Board Meeting	Tuesday, October 8, 2019 3:00pm-4:30pm	Delta Dental	N/A	N/A
Program: Legislative & Carrier Updates	Wednesday, October 16, 2019 8:30 am - 11:30 am	Hotel Kirkwood 7725 Kirkwood BLD SW Cedar Rapids, IA 52404	TBD	3
Program: Legislative & Carrier Updates	Thursday, October 17, 2019 8:30 am - 11:30 am	Iowa Bankers 8800 NW 62nd Ave Johnston, IA 50131	TBD	3
NOVEMBER				
Board Meeting	Tuesday, November 12, 2019 3:00pm-4:30pm	Delta Dental	N/A	N/A
NAHU Program:	TBD	Webinar	TBD	N/A
Program: TBD	Thursday, November 21, 2019 9:00 - 11:00	Iowa Bankers 8800 NW 62nd Ave Johnston, IA 50131	TBD	N/A
DECEMBER				
Board Meeting	Tuesday, December 10, 2019 3:00pm-4:30pm	Delta Dental	N/A	N/A
Program: IAHU Social	TBD	TBD	TBD	N/A

*Yellow highlighting denotes months that CE classes will take place in Cedar Rapids & Des Moines



IAHU Membership Committee Report – 3/12/19

Committee Members: Joe Evans, Justin Mohning, Dennis Fratella, Dave Ver Woert

Current Membership: 202 association members (vs 199 last month)

New Iowa Membership since 7/1/18:

Full_Name	Company	Join_Date	Email
Linda Clause, FLMI, RHU, ACS		3/5/2019 0:00	linda1013@netins.net
Dominic Bottenfield	Aetna	3/4/2019 0:00	dpbottenfield@aetna.com
Jack Esser	LMC Insurance & Risk Management	2/28/2019 0:00	jack.esser@lmcins.com
Adam Shanahan	TrueNorth Companies	2/18/2019 0:00	ashanahan@truenorthcompanies.com
Cory Bauer	Delta Dental of Iowa	2/12/2019 0:00	cbauer@deltadentalia.com
Mark Ebeling	Edwards-Brandt & Associates	2/8/2019 0:00	mark@edwards-brandt.com
Josh Budke	TrueNorth Companies, LC	1/25/2019 0:00	jbudke@truenorthcompanies.com
Ron Fuhrman	TrueNorth Companies, LC	1/25/2019 0:00	rfuhrman@truenorthcompanies.com
Kyle Mertz	TrueNorth Companies, LC	1/25/2019 0:00	Kmertz@truenorthcompanies.com
Jennifer Vermeer	Zeutenhorst Financial	1/21/2019 0:00	jennifer.vermeer@axa-advisors.com
Mr. David Daniel, FLMI	Wellmark, Inc.	12/3/2018 0:00	danield@wellmark.com
Michael Mason, M.H.P.	Wellmark Blue Cross and Blue Shield	12/3/2018 0:00	masonm@wellmark.com
Dawn Butler, CIC	Sibley Insurance Agency, Inc.	10/31/2018 0:00	dawnbutler@sibleyinsurance.com
Mr. Chris Gerald Boling	Molyneaux Insurance	10/10/2018 0:00	Chris@Molyneaux.com
Jason L. Johansen	Group Benefits, Ltd.	10/10/2018 0:00	jjohansen@grpbenltd.com
Thomas Bieber	Schroeder & Associates	10/3/2018 0:00	thomas@schroeder-associates.com
Dennis Fratella	acumen	9/18/2018 0:00	dfratella@acumenadv.com
Mr. Greg Shireman	Wellmark Blue Cross and Blue Shield	8/20/2018 0:00	shiremangc@wellmark.com
Stephanie Webbink	Webbink Insurance Agency LLC	8/10/2018 0:00	stephanie@powersins.com
Barb Randall	Group Benefit Partners	7/15/2018 0:00	brandall@beneplanadvisors.com
Traci Michelle Stumbo	TRISTAR Benefit Administrators	7/11/2018 0:00	stumbot@yahoo.com

Lapsed Iowa Membership since 7/1/18:

Full_Name	Company	Paid_Thru	Email
Robin Doty		2/28/2019 0:00	robindoty@gmail.com
Rita Foubert	Colonial Life	2/28/2019 0:00	rita.foubert@coloniallife.com
Molly Boeve	Central Bank	10/31/2018 0:00	mboeve@centralinsure.com
Amber Cooper	Fortress Wealth Management	10/31/2018 0:00	
Andy Edwin Hejlik	KHI Financial Solutions	10/31/2018 0:00	andy@khisolutions.com
Dominic Paige Bottenfield	Aetna	8/31/2018 0:00	bottenfield12@hotmail.com

Ms. Brenda Jensen	Delta Dental of Iowa	8/31/2018 0:00	BJensen@deltadentalia.com
Sheila Nelson	Delta Dental of Iowa	8/31/2018 0:00	snelson@deltadentalia.com
Susan Pinckney	Mark J. Becker & Associates	8/31/2018 0:00	susie@mjbiconsulting.com
Tiffany Bomer	Wellmark, Inc.	7/31/2018 0:00	bomertj@wellmark.com
Howard Eaton, EMBA	AFLAC	7/31/2018 0:00	heaton@aflac.com
Michael S. McGuire	McGuire & Associates, Inc.	7/31/2018 0:00	mikem@mcquireandassociates.net
Paige C. Miller	Financial Designs	7/31/2018 0:00	pmiller@fd-benefits.com

Ongoing working projects:

- Continue sending welcome emails to all new members.
- Monthly strategic calls to confirm any work assignments.
- Stay focused on committee mission and responsibilities

Joe – meet with GA contacts to promote IAHU/NAHU with GA producers, and send out emails to lapsed members.

1st Quarter projects:

- Solicit membership for committee members
- Send out membership campaign or contest incentive to drive new membership; promote with GA's and larger wholesale agencies

IAHU Program Committee Meeting Agenda

Monday, March 11, 2019

2:00 – 2:40 pm

Attendees: Kaey, Rick, Teresa, Lynn & Scott

New Business Discussion:

Working to finalize LTC Partnership training material & presenters for May

Requested: Board Members assist in straighten up after CEC training sessions

Planning to work on 2020 Calendar of Events during Health Care Symposium (creating new calendar)

Andrew/Scott – working to pre-populate the CEC sign-in sheets with Agent information

Scott – Created form to provide to presenters to capture CEC information needed for the state filing.

Scott – Checking registrations against membership lists (noticed 4 issues)

Ask Joe Evans to speak at quarterly CEC events to encourage new membership

Offer a \$50.00 credit to non-member that enrolls as NAHU member after attending CEC's

Discussed possibility of offering free CEC's to IAHU Members

Questions from Program Committee to Board:

Can we advertise the 2020 Health Care Symposium during the 2019 event (have dates been set)?

Can we move the Health Care Symposium to a Tuesday/Wednesday in 2020?

2019 Training Calendar

(Bolded months CEC's in Cedar Rapids & Des Moines)

March – The Iowa Individual Market with IID – Need food/drinks (James/Rick)

April – Delta Dental/Base QSE HRA's – need training titles, outlines, and

May – LTC Partnership Training – (call scheduled 3/15 @ 9:00 – Karey, Rhonda, Scott)

June – IAHU Symposium – Rolling out save the date

July – Medica – Cost Plans/GBL Employer Group Strategies – GBL to hold meeting at their office

August – HSA/HRA & ERISA Compliance

September – DOL – AHP/Cobra – submitted the Speaker request form for Sept dates Cedar Rapids & Des Moines

October – Legislative/Carrier Updates

November – TBD

Eastern Iowa Meeting Locations:

March – Ladd Library in Cedar Rapids

May – Skogman Carlson Realty in Hiawatha

September – PCI Building reserved

October – Hotel Kirkwood (Suggested, but can't reserve until within 90 days of training date)