

**NAIFA Idaho**  
**Board of Directors Meeting**  
**Tuesday, March 8, 2016**  
**Association Management Group - Meridian, Idaho**

CALL TO ORDER	President Trent Yost called the meeting of the NAIFA Idaho Board of Directors to order at 8:32 AM on Tuesday, March 8, 2016 at
PRESENT	Association Management Group in Meridian, Idaho. Those present included Trent Yost, Debbie Dale, Ben Fuhriman, Steve Fuhriman, Guy Stubbs, Kraig Dahl, Greg Call, Laura Drake, Kent Lance, Steve Widmer, Catherine Parke, Greg Bitter, David Hruza and Kyra Gibson. Absent and excused were Debbie Flandro and Anne Lorenz.
1/14/2016 MINUTES APPROVED	The minutes of January 14, 2016 were distributed prior to the meeting via email (see attached). <u>Guy Stubbs moved to approve the minutes of January 14, 2016. Seconded. Passed.</u>
FINANCIAL REPORT APPROVED	Kyra Gibson distributed the financial report prior to the meeting via email (see attached). Gibson reviewed the financial report. <u>Guy Stubbs moved to receive and file the financial report as presented. Seconded. Passed.</u>
2016 DAY ON THE HILL UPDATE	Chairman of the Day on the Hill Committee, Laura Drake gave an update on 2016 Day on the Hill. Everything is on track to have a great event. David Hruza joined the meeting at this time. There is a slight issue regarding the senate being on the floor until 6:00 PM, so the committee was wondering if it would be worth pushing the program back 15 minutes to accommodate them. We would start with a 5:30 PM invocation. The board decided it was in the best interest to contact the senators to let them know that we are still having the dinner and it will be pushed back about 15 minutes to accommodate their time on the floor. The board made assignments of who would contact whom. Laura Drake reported that, in addition to the dinner and presentation, we would have a raffle. Locals from NAIFA and IAHU were asked to bring an item to contribute. <u>Laura Drake moved that NAIFA Idaho sponsor a \$30 gift basket for Day on the Hill. Seconded. Passed.</u> Laura reported that we have about 100 registered for C.E. and around 132 registered for the dinner. The board commended Drake on her hard work and preparation regarding this event.
2016 STATE CONVENTION UPDATE	Chairman of the State Convention committee, Kent Lance gave an update on the 2016 State Convention. The committee has lined out the speakers for that day. Kyra Gibson did a walk-through of Canyon Crest to approve the new layout, which should hopefully allow for more vendors to participate. Greg Bitter joined the meeting at this time.
SPONSOR MENU	Chairman Laura Drake shared an idea she had seen in IAHU, which is to provide a sponsorship menu to help us get more sponsors at events. It allows companies to pick and choose which events they would like to sponsor all at one time, so they are not constantly

contacted for more money. The board agreed by consensus that it was a good idea for NAIFA to try next year and at this time we would keep options limited to Day on the Hill and State Convention. Catherine Parke joined the meeting at this time. Debbie Dale reminded the convention committee to schedule time for the round tables for our 2016 Platinum Sponsors. Kent Lance reported we have contacted all of our vendors from last year. Kyra Gibson distributed the material that was sent to them (see attached). Kent Lance reported we are still looking for new vendors that can participate, and then the next challenge is trying to increase member attendance to this event. NAIFA Eastern is offering to pick up \$40 of the registration fee for their members to attend the 2016 State Convention if they register by the early bird deadline.

#### NATIONAL COMMITTEEMAN REPORT

Debbie Dale presented the National Committeeman report:

- NAIFA National is still busy fighting the Department of Labor.
- New member pilot program has been extended, and as long as members renew on bank drafts, their next year's dues will only be \$20 per month and it will be a slow increase over time.
- State approved sending the revenue share down to the locals, as they are the ones incurring costs.
- We currently have 67 new members signed up under the state of Idaho through that program.
- New CEO is very interested in member benefits and revenue sharing.
- National Convention will be in Las Vegas, September 17-19, at the Rio Hotel.
- Congressional fly-in is also coming up in May in Washington, D.C.
- Recommendation that NAIFA Idaho Bylaws be updated since it has been several years since they have been reviewed. Proposed changes will need to be presented to the state convention in May.

#### EXECUTIVE COMMITTEE TERM OF SERVICE

President Trent Yost asked the board to reexamine term limits for the Executive Committee. Yost shared that the term is so short that you are not able to reflect change in the organization, and feels that a two-year term may allow for more continuity and better support of the executive director. Yost offered he would serve as president for another year for NAIFA Idaho.

David Hruza moved that the NAIFA Idaho Board of Directors recommend to the members a change in the bylaws that two year terms be established for the NAIFA Idaho Executive Committee, which would be an eight-year commitment to NAIFA Idaho Board of Directors. Seconded. The vote was ten in favor, two opposed, and one abstaining. The motion passed. The board discussed that if at any time a board member felt they were unable or unwilling to fulfill their duties, they would have the opportunity to step down

without fulfilling their term. This proposed change would need to be amended in the bylaws and voted on at the state convention in May.

#### MEMBERSHIP REPORT

Kent Lance gave a membership report. Currently there are 270 active members and 39 lapsed members. It was noted that many of those whose memberships had lapsed had retired from the industry. Board members suggested that Idaho consider developing an associate member program for retired members, allowing them to pay lower dues but still remain involved. By consensus the board agreed it would be a good way to keep retired members connected while offering mentorship for new agents coming into the business.

#### IFAPAC

Catherine Parke gave an update on IFAPAC and who has contributed. This year the state missed out on some of the awards because we did not have enough people contributing. The past requirement that board members need to contribute \$50 per year was recently changed to \$100 per year. Parke will be giving a letter to Kyra Gibson for distribution to the entire membership. Parke distributed IFAPAC packets to be taken back to locals with additional information. Debbie Dale showed the board the IFAPAC records and statements on file, which will be compiled and presented at the next board meeting in May. Trent Yost and Debbie Dale will be compiling all of the data in April. Debbie Dale moved that Catherine Parke and Deborah Dale be added to the Vanguard account so that we can close the account and move it to D.L Evans Bank. Seconded. Passed. Catherine Parke reported that NAIFA National's PAC donated to Raul Labrador's reelection campaign this year.

#### Y.A.T.

Y.A.T. Chair, Ben Fuhriman gave a Y.A.T. update. There is a New Member Lunch scheduled for today at Cottonwood Grille in Boise, and Y.A.T.s will be hosting an evening social event at the state convention in May.

#### LOCAL NATIONAL COMMITTEE REPORTS

President Trent Yost asked for reports by Local Committeemen:

- Greg Call gave an update for Boise. They offered a \$20 coupon for Day on the Hill to their members. They are currently in the process of awarding the Ed Glennon Award. Boise has a C.E. day coming up in April.
- Steve Fuhriman gave an update from Eastern. They have a law and ethics class coming up in April. Attendance over the last few months has been very high. Big issue is that there are quite a few people who are coming but not joining. Eastern is trying to decide if they need to begin charging for C.E. and lunch if they are not joining by their second or third visit.
- Laura Drake gave an update from Southern that the volleyball tournament has been postponed. They do have

Joe Morton coming to present in April.

AREA V.P. REPORT

Kraig Dahl gave an Area V.P. update that everything is working well in Southern and there is nothing to report.

LILI CLASS

David Hruza asked the board give him direction on whether or not the state was interested in getting a LILI class going. Hruza reported that each year national is asking him to renew as a moderator and the state needs to decide if we are going to pursue it or not. Hruza reminded the board the requirements for LILI:

- It takes a minimum of five individuals to have a class, with a maximum of twelve.
- It is a six-month commitment, one day a month; participants are in class for nine hours and then have homework.
- It has been described as “an intense leadership training which has both personal and professional benefits”.
- The cost is \$650, fee helps cover NAIFA national materials, food, snacks, and graduation.
- Participants must apply to be in the program.

President Trent Yost reported that we have \$520 from the state convention silent auction to be used for LILI scholarships. Greg Call proposed that the state come up with funds to subsidize the cost, so that more people are able to get involved. One idea presented was to allow LILI participants to finance the cost, as long as the fee was paid in full by graduation. Debbie Dale moved to charge \$400 for LILI with the state subsidizing the remainder. Seconded. Passed. Guy Stubbs added that the state should encourage the locals to get involved and help subsidize a portion as well.

PIC

Greg Bitter gave a brief PIC report; they are currently looking at the uninsured motorist. Laura Drake suggested that Bitter send something out to the membership making them aware of what is happening, as there are lots of P&C agents who would be interested.

RAUL LABRADOR  
EVENT

President Trent Yost reported that there is an event being held on April 6, at the Zion’s Bank Building, downtown Boise for Raul Labrador. Due to the contribution from NAIFA, they will have a table at the luncheon. There are still seats available if anyone is interested in attending.

ADJOURNMENT

David Hruza moved to adjourn the meeting. Seconded. Passed. The meeting adjourned at 10:25am. The next meeting is scheduled for Tuesday, May 10, 2016.

Respectfully submitted,

Kyra Gibson  
Executive Director