

National Association of Insurance and Financial Advisors - Idaho
Board of Directors Meeting
Tuesday, May 10, 2016
Jerome Country Club – Jerome, Idaho

CALL TO ORDER President Trent Yost called the meeting of the NAIFA Idaho Board of Directors to order at 9:04 AM on Tuesday, May 10, 2016, at Jerome Country Club in Jerome, Idaho. Those present included Trent Yost, Kent Lance, Guy Stubbs, Catherine Parke, Laura Drake, David Hruza, Debbie Dale, Steve Widmer, Kraig Dahl, Debbie Flandro, John Bellamy, Greg Bitter, Juli McNeely (NAIFA National), Cammie Scott (NAIFA National), and Kyra Gibson (AMG). Absent and excused were Anne Lorenz and Greg Call.

PRESENT

3/8/2016 MINUTES APPROVED The minutes of March 8, 2016, were emailed to the board for their review (see attached). Laura Drake moved to approve the minutes. Seconded. Passed.

7/1/2015 - 5/4/2016 FINANCIAL REPORT APPROVED Executive Director Kyra Gibson had distributed the financial report for the period of July 1, 2015, through May 4, 2016, prior to the meeting (see attached). Gibson reviewed the financial report. Debbie Dale moved to receive and file the report. Seconded. Passed. Greg Bitter joined the meeting at this time

INTRODUCTIONS President Trent Yost welcomed guests Juli McNeely, Past President of NAIFA National, and Cammie Scott, NAIFA National Trustee. Board members introduced themselves.

NAIFA NATIONAL Juli McNeely gave a brief introduction and update on what is happening in NAIFA National:

- New CEO Kevin Mayo is very energetic and will help to elevate the organization to the next level.
- Membership is better than it was a year ago; however, it is critical that we retain those members.
- Average age of NAIFA member is 52.
- Diversity is key and we must maintain an inclusive environment.
- Corporate Partner Program is going very well.

NAIFA 2020 Cammie Scott gave an update on the new strategic plan, *NAIFA 2020*, which outlines where NAIFA is headed over the next five years and what is necessary to accomplish their goals. She agreed to provide further updates in the national report to the membership at the 2016 State Convention.

DUES INCREASE Juli McNeely announced there will be a membership dues increase at the National Convention in September. There is also a need to generate some non-dues revenue which will be a discussion point at the national meeting. At this time, dues are the primary source of income. In order to implement the *NAIFA 2020* plan, there will need to be an investment in the future of the organization – an important foundation for the survival of the NAIFA organization.

MEMBERSHIP REPORT	President Trent Yost asked President-elect Kent Lance for a membership report. Lance asked Executive Director Kyra Gibson to give an update. Gibson reported there are currently 271 members – an increase of one over the prior month.
ACTION STEPS	President Trent Yost asked Guy Stubbs to share proposals brought to the board by NAIFA Southern. Stubbs presented the five Action Steps that Southern would like to see taken (see attached). <u>Guy Stubbs moved that the action steps be implemented. Seconded.</u> He discussed the five action steps in detail. Debbie Flandro recommended that Guy Stubbs withdraw the motion and that each individual step be addressed for changes and revisions prior to a general motion to accept the action steps. <u>Guy Stubbs concurred with the recommendation and withdrew the motion. The second also agreed and withdrew the second to the motion.</u>
ANNUAL CHECKLIST	<u>Guy Stubbs moved that the executive board be asked to create a checklist form to verify annual items that routinely need to be processed, including the review of State Bylaws. Seconded. Passed.</u>
BOARD GOALS	<u>Guy Stubbs moved that 1) the executive committee be fully transparent and more prompt with the state board when requests or questions are submitted that need to be addressed; 2) a financial review be completed by the end of the fiscal year to be reported at the July 28, 2016, board meeting; and 3) financial records be processed in a more timely manner and made available for anyone who requested to see copies of the reports. Seconded. Passed.</u>
SIGNERS ON IFAPAC ACCOUNT	<u>Guy Stubbs moved that the Idaho Executive Director and NAIFA Idaho President be signers on the IFAPAC account. Seconded.</u> Concern was expressed by board members that if the serving NAIFA Idaho President was securities licensed, he/she would not be allowed to be a signer. <u>Guy Stubbs moved to amend the motion to replace the words, “NAIFA Idaho President,” with “an individual to be determined annually by the Board of Directors.” Seconded. The amendment to the motion passed and the main motion as amended passed.</u>
NAIFA IDAHO WEBSITE	<u>Guy Stubbs moved that a new link be set up on the NAIFA Idaho website to include current bylaws and copies of board minutes. Seconded.</u> There was a concern that minutes of meetings typically include a copy of the financials which perhaps should not be on the website. <u>Guy Stubbs moved to amend the motion to include a statement on the website to read, “Financials may be requested by a NAIFA Idaho member in good standing by emailing the Executive Director; request will be responded to within 48 hours. Seconded. The amendment passed and the main motion as amended passed.</u>
EXECUTIVE DIRECTOR CONTRACT RENEWED	President Trent Yost asked Kyra Gibson to present her Executive Director report (see attached). Debbie Dale assumed the role of recording secretary. Kyra Gibson, Juli McNeely, and Cammie Scott departed the meeting at this time. President Yost gave an update on Kyra Gibson’s performance reviews completed by board members. <u>Laura Drake moved that NAIFA Idaho renew the contract with Kyra Gibson for the period of</u>

July 1, 2016 - June 30, 2017. Seconded Passed. Discussion followed concerning getting Kyra Gibson more information. John Bellamy moved that NAIFA Idaho compensate Kyra Gibson \$1030 per month including management of financial records for IFAPAC. Seconded. Passed. Kyra Gibson, Juli McNeely, and Cammie Scott rejoined the meeting at this time and Kyra Gibson assumed the role of secretary.

WASHINGTON, D.C.,
FLY-IN

Catherine Parke, IFAPAC chairman, reported on the upcoming NAIFA Fly-In, May 23-26. The main issues to be addressed are the fiduciary rule and the Department of Labor. Catherine Parke and Guy Stubbs are both planning to attend the Washington, D.C., Fly-In.

SECOND SIGNER ON
IFAPAC ACCOUNT

The board discussed who should be the signer for the IFAPAC account this year in addition to Kyra Gibson, Executive Director. Trent Yost surveyed the board to determine who had their securities license. Laura Drake moved that the second signer on the IFAPAC account be John Bellamy. Seconded. Passed.

Y.A.T. SOCIAL EVENT

Trent Yost reported that the evening's social was being hosted by the Y.A.T.s. He asked that board members attend and show support.

2016 DAY ON THE HILL

Laura Drake gave an update on 2016 Day on the Hill activity. Financial reports from the event were distributed and reviewed as well as the Day on the Hill instructions (see attached). Laura Drake asked that the information for this event be kept on record for future chairmen to use as a reference in planning the event.

NATIONAL REPORTS

President Trent Yost turned the time over to national committeemen to give their reports:

- Laura Drake gave an update for NAIFA Southern Idaho:
 - Upcoming events include an awards banquet next month
 - Just had multi-lines on umbrella policies
 - Held election of officers last week and will be doing installation at the June meeting
- Debbie Flandro gave an update from NAIFA Southeastern Idaho
 - Most recent event was an ethics course taught by Joe Morton, and he shared many great case studies. The event was held at the Farm Bureau office. A majority of the people in attendance were not current members.
 - In order to show support for the state events, they did not hold meetings in March and May, but encouraged members to attend state-sponsored events instead.
- Greg Bitter gave an update from NAIFA Eastern Idaho
 - They held a Law and Ethics class, which had attendance between 40-45, mainly non-members. Have received some contacts from that meeting.
 - Have asked three new individuals from their local to serve as board members. Pending their acceptance of those positions, the ballot will be presented at the next meeting for elections.
 - Eastern has been averaging 25-30 per luncheon.

AREA V.P. REPORTS

Trent Yost asked Area V.P.s for an update:

- John Bellamy, Area 1 V.P., reported that he has a meeting set with Treasure Valley President, Dan Buck, to discuss the status of NAIFA Treasure Valley. Debbie Dale is planning to attend that meeting as well. Currently NAIFA Boise is very active, holding events regularly, and doing well.
- Kraig Dahl, Area 2 V.P., reported that he had nothing to update. Things are going well, as the board just heard from the national committeeman.

ADJOURNMENT

Trent Yost asked if there was any new business. John Bellamy moved to adjourn the meeting. Seconded. Passed. The meeting adjourned at 10:59 AM. The next meeting is scheduled for Thursday, July 28, 2016.

Respectfully submitted,

Kyra Gibson
Executive Director