

**National Association of Insurance and Financial Advisors
Board of Directors
Thursday, May 11, 2017
Canyon Crest Event and Dining Center – Twin Falls, Idaho**

CALL TO ORDER President Trent Yost called the meeting of the National Association of Insurance and Financial Advisors (NAIFA) to order at 8:35 AM on Thursday, May 11, 2017, at Canyon Crest Event and Dining Center in Twin Falls, Idaho. Those present included Debbie Dale, Debbie Flandro, Trent Yost, Laura Drake, Kent Lance, David Hruza, Guy Stubbs, Kraig Dahl, John Bellamy, Steve Widmer, Steve Fuhriman, Ben Fuhriman, Kyra Gibson, and Keith Gillies. Absent and Excused included Rod Carr and Anne Lorenz.

PRESENT

3/14/2017 MINUTES APPROVED The minutes of the March 14, 2017, Board of Directors meeting were presented (see attached). Kent Lance moved to approve the minutes. Seconded. Passed.

7/1/2016 - 5/10/17 FINANCIAL REPORT APPROVED Kyra Gibson presented the financial report from July 1, 2016, to May 10, 2017. Debbie Dale moved to receive and file the financials as presented. Seconded. Passed.

NAIFA NATIONAL UPDATE Keith Gillies, President Elect of NAIFA, gave an update on what is happening with NAIFA on a national level. Financially, NAIFA is doing well and will end the year in the black. Staff has been cut substantially in order to save cost.

Steve Fuhriman and Ben Fuhriman joined the meeting at this time.

NAIFA National is looking to align their fiscal year with their membership year and their IFAPAC year. Currently all three are on different timelines and having them consistent will be easier.

NAIFA needs to do a better job of telling its story. It is not about the lunches, it is about the member experience and providing a better member experience. We need to get new people engaged and involved. Part of the reason for the CAP 50 program is to get YATS to be able to come for free to Day on the Hill. Cap 50 can get a grant to help with your event for Day on the Hill in 2018. The request has to be made through the State President.

NAIFA 2020 PROPOSAL Keith Gillies addressed the NAIFA 2020 proposal that was sent out to the membership and stressed that it is not what will be presented at the delegate meeting in September. NAIFA 2020 was committed to creating a business plan and they are committed to putting it in action. Part of that plan was to develop a quality member experience. The findings of the task force were presented to the membership, and then it was opened up for discussion and feedback through a comment period. That period has now closed and the comments that were brought are being re-worked into the new plan. The final version will be released to the membership 60 days prior to the NAIFA National membership meeting. That will give the NAIFA Idaho board time to -over- discuss the finalized plan at the July 27 board meeting so that delegates can be informed on how to vote. The goal of the plan is to

allow the volunteer members to focus on membership, advocacy, and events rather than dealing with elections, tax forms, finances, and filling board positions.

. The main concerns expressed were:

- What would happen to existing funds?
- How will the governing body function?
- What will happen to the new dues coming in?
- Why do they feel it has to change?

Keith addressed each of these concerns and issues. The state would handle the finances, the state board would serve as the only governing body, and the locals would become affiliates. The current local boards would become committees. Existing funds could be separated in the budget by line item. Those funds would still be accessible for local events, money to send young agents to legislative or national conferences. New dues would filter into the state in a collective line item and then could be used at the discretion of the state board. The change in the structure is felt to be necessary in order for the organization to continue. Membership has been on a steady decline over the last decade. Keith will be explaining the NAIFA 2020 program tomorrow at the convention and more information will be coming over the next few months.

EXECUTIVE DIRECTOR CONTRACT

Kyra left the room and Debbie Dale took minutes. There was discussion regarding Kyra's additional work, but also noted the financial constraints on the current budget. John Bellamy moved to raise the contract \$70. Seconded. Failed. The contract will remain the same for Kyra Gibson as Executive Director in 2017-2018.

2017-2020 NATIONAL COMMITTEEMAN ELECTED

Gibson rejoined the meeting and resumed taking minutes. Debbie Dale is currently serving as national committeeman and is up for re-election. It is a three year term and we have two candidates - Debbie Dale and David Hruza. Their resumes were distributed to the board (see attached). Both Debbie and David were given a few minutes to address the board.

Debbie Dale spoke about the longevity and consistency that she brings. She has created some wonderful relationships which have served her well as she has been able to represent Idaho.

David Hruza is at a point in his career where he can commit to being a national committeeman. He would like to be more involved and represent Idaho, and believes he has the time to commit to serving at both the state and national levels.

As this time both Debbie and David were asked to leave the room. Ballots were distributed to the board. Keith Gillies gathered and tallied the ballots and gave the results to President Trent Yost. The candidates rejoined the meeting. Trent thanked both individuals for allowing their name to stand and for being willing to serve. He stated that both would make a wonderful national committeeman. Trent read the results and announced that Debbie Dale is the national committeeman for the term of 2017 - 2020.

MEMBERSHIP REPORT	Trent turned the time over to Kent Lance to give a membership report. Kent reported there are currently 168 members. There are quite a few non-members participating in the golf tournament today. Keith encouraged board members to invite them to the evening social tonight hosted by the YATs, with the reminder that they are all potential members.
REPORTS FROM NATIONAL COMMITTEEMEN	<p>Trent turned the time over for national committeemen reports:</p> <ul style="list-style-type: none"> • Steve Fuhriman reported on NAIFA Eastern. There are not a lot of new members. Not a lot to report at this time. • Laura Drake reported that ballots for NAIFA Southern have gone out and they will do the installation of officers in June. • Debbie Flandro reported on NAIFA Southeastern. They are working on getting an LUTC class going. The goal is to have a class that starts this summer. Trent will be sending the information to Kyra to get it distributed to the membership. They are busy planning their FIN CON (Financial Convention) event and have reserved a space. The plan is to host a community event with a variety of vendors with displays. There will be a variety of sessions and speakers. They are planning to pull that together for mid-October. They are also working on another program called Reality Town which involves working with local high schools.
REPORTS FROM AREA VICE PRESIDENTS	<p>Trent turned the time over for area VP reports:</p> <ul style="list-style-type: none"> • Kraig Dahl gave an update that things are going well. He has not made it over to Eastern. • John Bellamy gave an update for Boise, stating that not much has been happening there.
LILI CLASS	Trent gave the time to David Hruza who reported that at this time, a LILI class is not scheduled. While there was some interest, there were not enough people to form a class.
FULCRUM PROGRAM	Trent ask if there was any new business. There will be information about the new Fulcrum Program in everyone's packet tomorrow. At this point, it is limited to 10-12 spots so that the coaches can focus on the individuals.
ADJOURNMENT	<u>John Bellamy moved to adjourn. Seconded. Passed.</u> The meeting was adjourned at 10:57 AM.

Respectfully submitted,

Kyra Gibson
Executive Director