

**National Association of Insurance and Financial Advisors**  
**Board of Directors**  
**Thursday, July 27, 2017**  
**United Heritage – Meridian, Idaho**

CALL TO ORDER	President Kent Lance called the meeting of the National Association of Insurance and Financial Advisors (NAIFA) to order at 8:34 AM on Thursday, July 27, 2017, at United Heritage in Meridian, Idaho. Those present included: Guy Stubbs, Debbie Dale, Kraig Dahl, Trent Yost, Kent Lance, Rob Wilson, Steve Widmer, David Hruza, Steve Fuhriman, Ben Fuhriman, Rod Carr, John Bellamy, and Kyra Gibson.
PRESENT	
5/11/2017 MINUTES APPROVED	The minutes of the May 11, 2017, Board of Directors meeting were presented (see attached). <u>Debbie Dale moved to approve minutes. Seconded. Passed.</u>
7/1/2016 - 6/30/2017 FINANCIAL REPORT APPROVED	Guy Stubbs presented the financial report from July 1, 2016, to June 30, 2017. <u>Rod Carr moved to receive and file the financials as presented. Seconded. Passed.</u>  <u>Trent Yost moved we recognize the deficit of \$2,590.60. Seconded. Passed.</u>
7/1 - 26/2017 FINANCIAL REPORT APPROVED	Guy Stubbs presented the financial report from July 1 – 26, 2017. <u>Trent Yost moved to receive and file the financials as presented. Seconded. Passed.</u>
7/1/2017 - 6/30/2018 PROPOSED BUDGET APPROVED	Guy Stubbs presented the proposed budget for July 1, 2017, to June 30, 2018, and reviewed it with the board. <u>Trent Yost moved to approve the proposed budget. Seconded. Passed.</u>
NATIONAL COMMITTEEMAN REPORT	Debbie Dale gave her national committeeman report. The biggest change at the moment is the proposed by-law changes. Largest change is to go away from the local business model. Locals will be more like affiliates and will not have to perform business duties such as filing taxes, filing with the Secretary of State, etc. It would be helpful if any of the locals already know which way they would like to vote. At this time, only Southeastern has voted to support the proposed changes from the committee. Another big change coming is the LACP (Life and Annuity Certified Professional). You can earn it based on experience and test through. National is working hard to come up with sources of non-dues revenue.
MEMBERSHIP REPORT	Steve Widmer gave a membership report; currently, there are 168 NAIFA Idaho members. National has a lot of plans in place for membership recruitment. Later today at Area Leadership Conference we will have a presentation from Jonathan at national about what all that entails. The new goal for the year is for everyone to recruit at least one new member.
YOUNG AGENT REPORT	Ben Fuhriman gave a Young Agent Report and said he has a few goals for the year, one of which is to get in touch with the YAT chair for

each local to get them involved. Another goal is to get a company YAT sponsor across the state. He would like to have a social event at each local for YATS and make YAT more visible. Currently the YAT chairs are: Kade West for Southern and Ben Fuhirman for Southeastern. Kyra will find out who the chairs are for Boise and Eastern, and report back to Ben.

#### LOCALS REPORT

Kent turned the time over to national committeemen to hear reports from each local. Rod Carr reported he is excited to get more involved this year after some personal circumstances restricted his involvement last year. Steve Fuhirman gave an update for Eastern. They have some good meetings planned for the coming year, but at this time not much is happening. Rob Wilson reported as the new national committeeman for Southern and said they recently completed their strategic planning meeting. Southeastern's national committeeman was not present but Trent Yost reported they are planning to go to quarterly meetings instead of monthly meetings. They are also busy planning the FinCon event in October.

Kraig Dahl gave an update as the Area 2 VP. Eastern has meetings on days he cannot currently attend. Southern has a new national committeeman, Rob Wilson, and a new executive, Cindy Brown.

Kent opened up the meeting for New Business.

#### 2018 STATE CONVENTION UPDATE

The State Convention has struggled over the last few years to get attendance. The Executive Committee has decided to extend the event to encourage people to bring families. The dates are set for June 17-20, 2018, at The Courtyard Marriott in Meridian. We will be discussing it more at ALC.

#### IDAHO AT-LARGE UPDATE

The Executive Committee is the board for the NAIFA Idaho At-Large. They would like the board to endorse their decision to use the At-Large money. David Hruza moved to allow the Executive Committee (the At-Large Board) to use the At-Large money for a CE Class. Seconded. Passed.

#### DAY ON THE HILL UPDATE

One of the new ideas to improve Day on the Hill is to offer a NAIFA member lunch, the income of which would go directly to NAIFA and not be split with IAHU. The board asked that we offer Capitol Visit to members and that a list of committees be sent out ahead of time so people can choose to attend if they would like. They would also like to look into the possibility of setting up a tour of the Department of Insurance. In order to accommodate the morning schedule, we will be holding the board meeting the night before and Kyra will bring in dinner.

#### MEETING SUSPENDED

David Hruza moved to suspend the meeting until after ALC at 9:48 AM. Seconded. Passed.

#### CALL TO ORDER

The meeting reconvened at 3:13 PM. Rod Carr exited the meeting. John Bellamy joined the meeting at this time. The board continued discussing new business.

DRAFTING  
LEGISLATION FOR  
EARNING CREDITS

Trent Yost explained that the Executive Committee has discussed looking into writing legislation that would require agents to get half of their credits online and half in the classroom. It would apply to life and health credits only. We would need to visit with John Mackey and take it under his counsel as to what he would suggest. David Hruza moved to pursue drafting legislation requiring 12 of the 24 CE credits in person, including the Ethics credits, while working with our lobbyist. Seconded. Passed.

HONORARY  
MEMBERSHIP

Debbie Dale talked about the idea of developing some sort of honorary membership for members who have retired, but would still like to receive information and stay involved in state activities even though they would have no affiliation with NAIFA National. David Hruza moved that we continue forward on an honorary membership with a definition to come in the future. Seconded. Passed. Kyra suggested we send the details and requirements to committee to be presented at our next board meeting. Those who volunteered for the committee are David Hruza, Trent Yost, and John Bellamy.

MONEY MOVED TO  
CREDIT UNION  
ACCOUNT

Trent Yost asked the board to consider possibly moving some of the money out of savings into a CD so that they could start earning a little bit of interest. Trent Yost moved to take \$20,000 out of our savings, and after shopping for the best rate, move it to a CD. Seconded. Passed. Kyra brought to the attention of the board that we are currently paying bank fees with Washington Trust. She asked the board to consider moving money to a credit union in order to avoid fees. Debbie Dale moved that the money be moved to a credit union with the best interest and the lowest fees. Seconded. Passed.

ADJOURNMENT

Kent Lance moved to adjourn the meeting at 3:41 PM. Seconded. Passed.

Respectfully submitted

Kyra Gibson  
Executive Director