

**National Association of Insurance and Financial Advisors
Board of Directors
Thursday, September 21, 2017
Conference Call**

CALL TO ORDER	President Kent Lance called to order the meeting of the National Association of Insurance and Financial Advisors Board of Directors at 10:04 AM on Thursday, September 21, 2017, on a conference call.
PRESENT	Those present included: Kent Lance, Debbie Flandro, Steve Widmer, Kraig Dahl, Hyatt Erstad, Ben Fuhriman, John Bellamy, Rob Wilson, David Hruza, Debbie Dale, and Kyra Gibson. Absent and excused included Guy Stubbs.
07/27/17 MINUTES APPROVED	The minutes of July 27, 2017, Board of Directors meeting were presented (see attached). <u>Debbie Dale moved to approve the minutes. Seconded. Passed.</u> It was decided to wait to do the financial report until Kyra could join the meeting.
NATIONAL COMMITTEEPERSON REPORT	Debbie Dale presented the National Committeeperson report. She gave an update on the Performance + Purpose Conference that had been canceled due to Hurricane Irma. To her knowledge, other than Michelle Guzman, who was already in Florida when the announcement was made, all were able to cancel their travel plans and get appropriate refunds. The vote on the bylaws change will take place at the NAIFA Congressional Conference in Washington, D.C. on May 22-23, 2018. Kyra Gibson joined the meeting at this time.
MEMBERSHIP REPORT	Steve Widmer gave a membership report. Membership Day is coming up on October 12 th . The goal is for every person to reach out and get one new member. Currently, we have 166 members, four of which are new members.
FINCON EVENT UPDATE	Ben Fuhriman gave an update on Southeastern's FinCon Event, which will take place October 14 th . They are on track to have the event paid for by sponsors and hope to generate some additional income through exhibitors. Ben asked Kyra to provide a list of YAT Chairs from each of the locals and find out what kind of budget he has for YAT events for the year. Debbie Dale concluded the taking of minutes and Kyra Gibson assumed the taking of minutes.

NATIONAL
COMMITTEEMEN
REPORT

Kent Lance turned the time over for National Committeemen Reports:

- Debbie Flandro reiterated that FinCon was their big event at the moment. They have speakers on a variety of topics. Exhibitor booths are \$350 each and the event will be at the MEC Center in Pocatello. They will also be involving local high school students with Reality Town, a program that helps them see an example of real life expenses including the need to purchase insurance, make investments, etc. They would like as many NAIFA members as possible to attend. Debbie will send the information to Kyra and she will forward it on to the board.
- Southern said they did not have much to report at this time.
- Debbie Dale reported that Boise is having their first meeting today at the new time and location. Their meetings have been moved to 11:30 AM on the third Thursday of the month at Louie's Restaurant in Meridian.

IFAPAC REPORT

Hyatt gave an IFAPAC report. He is encouraging everyone to increase their contribution for the year, if possible. He will start by checking to insure that all board members are contributors and then continue to check with local board members and leadership as well. NAIFA National is asking states if they are willing to contribute money from what they had set aside for the national convention, to hurricane relief, since the conference was canceled. Hyatt moved to transfer \$500 out of the line item, "National Convention", for hurricane relief. Seconded. Passed.

MONEY TRANSFERRED
FOR HURRICANE IRMA
RELIEF

UNINSURED MOTORIST
LEGISLATION UPDATE

Trent Yost gave an update on uninsured motorist legislation. At this point the hold-up is figuring out funding. Representative Maxine Bell, as the chairman of the Joint Finance and Appropriations Committee, would be a good contact to reach out to regarding how we could get this funded.

7/1/2017 – 9/20/2017
FINANCIAL REPORT
APPROVED

Kyra presented the financial report for July 1, 2017 – September 20, 2017. At this time the money has not been moved into a CD nor has the bank been changed, but Kyra is hoping to have it done before the end of the year. Steve Widmer moved to receive and file the financial report as presented. Seconded. Passed.

LILI PROGRAM UPDATE

Kent Lance asked for any new business. NAIFA Idaho recently paid an invoice for LILI to NAIFA National, because Idaho did not teach a class in the last year. Moving forward the board needs to make a decision whether to keep paying for David Hruza to stay current as a

moderator or to go away from the LILI program in favor of state-run options, such as Fulcrum. After discussion, the board decided to try and get a LILI class set up to start in the fall of 2018. We will really try and do a push at next year's convention in June.

2018 CONVENTION
COMMITTEE

Steve and Kyra are going to be getting the 2018 Convention Committee together starting in October to meet and get going with the planning of the event.

ADJOURNMENT

Debbie Dale moved to adjourn the meeting at 10:52 PM. Seconded. Passed.

Respectfully submitted,

Kyra Gibson
Executive Director