

**NAIFA Idaho**  
**Board of Directors**  
**Thursday, January 11, 2018**  
**Conference Call**

- CALL TO ORDER President Kent Lance called meeting of the NAIFA Idaho Board of Directors to order at 9:39 AM on Thursday, January 11, 2018, on a conference call. Those present on the call included Steve Widmer, Debbie Dale, Trent Yost, Guy Stubbs, Kent Lance, Kraig Dahl, Debbie Flandro, David Hruza, Rod Carr and Kyra Gibson. Absent and excused was Hyatt Erstad.
- PRESENT
- 11/9/2017 MINUTES APPROVED The minutes of the meeting held on November 9, 2017, were presented (see attached). Kraig Dahl moved to approve the minutes. Seconded. Passed.
- YEAR-TO-DATE FINANCIAL REPORT RECEIVED Kent turned the time over to Guy Stubbs for a financial report. Guy reviewed the NAIFA Idaho IFAPAC fund and the current year-to-date fund detail report. Guy also presented the current year-to-date financial report to the board. Trent Yost moved to receive and file the financial report as presented. Seconded. Passed.
- NATIONAL COMMITTEEMAN'S REPORT Debbie Dale gave a national committeeman's report. A few important NAIFA events are coming up. On May 22-23 is the Congressional Conference in Washington D.C. and that is also the time that the board will be voting on the bylaw change. Kyra asked which board members were planning to attend. At this time, Debbie Dale, Rod Carr, Kent Lance, and Guy Stubbs plan to attend and David Hruza might be able to. The national convention has been set for September 13-16 in San Antonio, Texas. NAIFA is partnering with the FFP, and at the national convention they are going to have an advanced track for advisors. Currently NAIFA 20/20 is still a big focus on a national level and they are working hard toward inclusion.
- 2018 DAY ON THE HILL Debbie Dale gave an update on 2018 Day on the Hill which is set for Tuesday, March 13. The board meeting will be held the night before on Monday, March 12 at 6pm at Association Management Group in Meridian. Kyra will be sending out a notice of the meeting. Hyatt will be emceeding the evening reception at the Crystal Ballroom and Greg Call will be presenting a real-life story. At this time there are a variety of new events planned for the first part of the day:
- Tour of the capitol
  - Meet and greet with the DOI
  - Visit committee meetings
- MEMBER REPORT Steve Widmer and Kyra Gibson gave an updated member report. The year started with 172 members and is currently at 152 members. Many of those lapsed members were up for renewal in December and may have forgotten to sign up due to the holidays. Kyra will send out a list of lapsed members for board members to sign up to contact. The goal will be for each lapsed member to receive a personal email or phone call from a board member to find out why they have not renewed their

membership. A question was asked about the emeritus status that was decided on at the July meeting and what costs are associated with that status. Kyra will look back to find out the cost and details and send it out to the board.

NATIONAL  
COMMITTEEMAN  
REPORTS

Rod Carr from NAIFA Boise reported that they are getting good crowds at their meetings. The next meeting will be Thursday, January 18 at Louie's in Meridian. The content has been good and Tracy is doing a great job as president. They lost a few members due to the change in meeting times and locations.

Debbie Flandro gave an update on NAIFA Southeastern. They had a legislative meeting in December and they had six legislators present; it went very well. The luncheon is now being held at Perkins, and they have moved to quarterly rather than monthly meetings. Much time was spent on auto liability and health care in their discussions with their legislators. The next meeting is scheduled for Wednesday, February 14 with Dan Packard from Cooper Norman.

AREA V.P. REPORT

Kraig Dahl gave an update as Area 2 V.P. Southern is struggling with membership which is similar to all the locals. They had a good meeting last Tuesday about annuities.

NEW BUSINESS

Kent Lance asked that we spend some time discussing new business - uninsured and underinsured motorists. He wondered if NAIFA is going to pursue legislation on these issues. At this time our lobbyist, John Mackey, is not able to participate due to conflict with United Heritage. It was suggested that this may be a better issue for Independent Insurance Agents and Brokers of Idaho to take on. Kyra Gibson will be sending contact information to Kent for Randy Pipal, head of their legislative committee, and to Colby Cameron, a lobbyist. Kent will reach out to them and see if the Big "I" is interested in collaborating on the issue.

ADJOURNMENT

David Hruza moved to adjourn the meeting at 10:19AM. Seconded. Passed.

Respectfully submitted,

Kyra Gibson  
Executive Director