

**NAIFA Idaho**  
**Board of Directors**  
**Monday, March 12, 2018**  
**Association Management Group, Meridian, Idaho**

CALL TO ORDER President Kent Lance called the meeting of the NAIFA Idaho Board of Directors to order at 6:14 PM on Monday, March 12, 2018, at Association Management Group in Meridian, Idaho. Those present included Kent Lance, Debbie Dale, Trent Yost, Ben Fuhriman, David Hruza, Steve Widmer, Rob Wilson, John Bellamy and Steve Fuhriman. Joining by phone were Guy Stubbs and Debbie Flandro.

PRESENT

01/11/2018 MINUTES APPROVED The minutes of the meeting held on January 11, 2018, were presented (see attached). David Hruza moved to approve the minutes. Seconded. Passed.

CURRENT FINANCIAL REPORT RECEIVED Kyra Gibson presented the current financial report. Guy Stubbs moved to receive and file the financial report as presented. Seconded. Passed.

NATIONAL COMMITTEEMAN'S REPORT Debbie Dale gave a national committeeman's report. After much discussion about a retired member campaign, NAIFA National is moving forward on that campaign. NAIFA now has a Midwest office in Iowa, where Michele Grassley Clarke's office is located. They are hoping to have 1000 advisors at the conference in May, where a vote will take place on the NAIFA 2020 proposal. The national convention is in San Antonio this year in September and registration is now open. This year it will include an advanced track for financial planners.

MEMBERSHIP REPORT Steve Widmer gave a membership report update. At this time, numbers are up by seven people since January, which puts the membership at 159. Tracey Stone did a great job getting Idaho on the map as far as membership goes during the last member drive. The next one is coming up on this Thursday, March 15, and we really need to do our best to reach out to people.

Y.A.T. UPDATE Ben Fuhriman gave an update on the Young Advisors Team (Y.A.T.). Ben is looking for a sponsor for the state convention. The goal is to have a sponsor pay for drink tickets, food, etc. at the social hour - approximately a \$1000 sponsorship.

NATIONAL COMMITTEEMEN'S REPORTS Kent Lance turned the time over to the National Committeemen to give their reports:

Steve Fuhriman from NAIFA Eastern reported that their local has done a lot of research on uninsured motorists with the goal of getting new legislation. At this point, there is not good support from the Department of Insurance or from the Big I, which is a challenge.

Debbie Flandro reported that NAIFA Southeastern has moved to quarterly meetings. They are currently working with ISU for the NAIFA Endowment Fund and should be awarding a scholarship this year. Michelle Guzman from their local will be attending the Congressional Fly In. They anticipate having five people attending Day on the Hill. Overall, attendance looks like it is going well at meetings.

Rob Wilson from NAIFA Southern reported that there is law and ethics class coming up. They have a volleyball fundraiser this weekend, in which they split the profits with the high school and typically make around \$1000 for their local.

AREA VICE  
PRESIDENT'S  
REPORT

John Bellamy gave an Area I Vice President's report. Boise has moved their meeting to a lunch at Louie's Restaurant. They have had great programming but attendance is still low. Marcia Jedry is doing the work for Boise as the Executive Director. Scott Mason is the incoming president and they are trying to get him up to speed. President Tracey Stone has done a great job this year.

CONVENTION  
UPDATE

Steve Widmer gave an update on the NAIFA convention. The committee is still finalizing the schedule, but we have two keynote speakers in place. The question was raised about the need to have an ala carte option for the different speakers or just one price. The board agreed by consensus to have one price with the exception of the ethics class. We still need to work on sponsors and attendance. The board asked that we start promoting Eszylfie Taylor and Tom Ziglar as speakers and put out teasers on both the website and on Facebook to promote them.

NEW BUSINESS

President Kent Lance asked if there were any new business.

- Debbie Dale asked that due to the cancellation of the National Convention this year, the board consider reallocating those funds to help those attending the Congressional Fly In. Debbie Dale moved that we reimburse those going to the national convention up to \$500 (with receipts). Seconded. Passed.
- President Kent Lance would like to encourage each of the locals to join the Chamber of Commerce in their area.
- Joe Morton has agreed to hold a law and ethics class in northern Idaho.
- Kyra Gibson asked that the board of directors look at moving the date for the 2020 Day on the Hill to a little earlier in the legislative session - possibly in the last week in February.
- With the vote coming up regarding NAIFA 2020, NAIFA Eastern still has questions and concerns. Either Trent Yost or Debbie Dale will make a trip to attend their April meeting to explain the new concept for NAIFA 2020 prior to the Congressional Conference in May and describe how that will work with all of the affiliate members.

ADJOURNMENT

Steve Widmer moved to adjourn. Seconded. Passed. The meeting adjourned at 7:49 PM.

Respectfully submitted,

Kyra Gibson  
Executive Director