

**NAIFA Idaho**  
**Board of Directors Meeting**  
**Wednesday, June 20, 2018**  
**Courtyard Marriott, Meridian, ID**

CALL TO ORDER	President Kent Lance called the meeting of the NAIFA Idaho Board of Directors to order at 8:11 AM on Wednesday, June 20. Those present included Steve Widmer, Guy Stubbs, Debbie Dale, Rod Carr, Kraig Dahl, Trent Yost, Debbie Flandro, Steve Fuhirman, Kent Lance, and Kyra Gibson. Absent and excused were Hyatt Erstad, Ben Fuhirman, David Hruza and John Bellamy.
PRESENT	
05/29/2018 MINUTES APPROVED	The minutes of the meeting held on Tuesday, May 29, 2018, were presented (see attached). <u>Kraig Dahl moved to approve the minutes. Seconded. Passed.</u>
07/01/2017 - 06/13/2018 FINANCIAL REPORT	Guy Stubbs presented the financials from July 1, 2017 – June 16, 2018. <u>Debbie Dale moved to receive and file the financials as presented. Seconded. Passed.</u>
CONVENTION REPORT	<p>The board received lots of positive feedback from those who attended convention but there are a few things that we need to look at for 2019:</p> <ul style="list-style-type: none"><li>• People felt a 3-day convention was too long</li><li>• Father’s Day was a difficult day to start it on</li><li>• We need to consider moving the YAT social to Monday night instead</li><li>• Recommendation was made to return to a 2-day convention with a full day Thursday and a half day on Friday.</li><li>• One idea was to have the golf on Wednesday</li><li>• Early June may be better to avoid conflict of Father’s Day</li><li>• Move the business meeting to the morning before convention begins</li><li>• Better Marketing</li><li>• Need to add in something about IFAPAC</li><li>• Steve plans to continue as the convention chair for 2019</li></ul> <p><u>Trent Yost moved that we return to Twin Falls for the 2019 Convention. Seconded. Passed.</u></p> <p><u>Debbie Dale moved to have the 2019 Convention in early June. Seconded. Passed.</u></p>
STATE FUNDRAISERS	<p>After seeing the expense of convention, the board would like to consider other fundraising options to help generate revenue throughout the year, some ideas were:</p> <ul style="list-style-type: none"><li>• Ethics Class</li><li>• Golf tournament as a stand-alone and not connected to convention. Guy Stubbs is willing to chair this, possibly look into days next year in early August</li><li>• CE days throughout the state</li><li>• NAIFA Members only retreat, similar to how it used to feel in Sun Valley.</li><li>• Financial Planning and Insurance Conference (no longer called state convention). It could be marketed to non-members. Include roundtable discussions and get different companies to sponsor speakers</li></ul>
NATIONAL COMMITTEEMAN REPORT	In July NAIFA National will be sending out a play book which will have a road-map for the changes that we need to make as we move toward the changes in January 2019 and the restructuring on locals to affiliates. This fall all of the locals need to begin dissolving their business portion of their operation. One idea that other states have used is each affiliate having a debit card which can then be used to be able to pay for things easily without the hassle of reimbursements.

The current state by-laws will need to be re-written to accommodate the new structure and then a member meeting will need to be called in order to approve them.

Debbie Dale is going to chair that committee, members will be Trent Yost, Guy Stubbs, Steve Widmer, Kyra Gibson and Greg Bitter.

## MEMBERSHIP REPORT

We currently have 158 members, but it looks like we have picked up an addition 204 through convention. One of the big questions continues to be “Why Should You Be A NAIFA Member?” The board listed the following reasons as benefits:

- Mentorship
- Relationships
- Advocacy and protecting our industry
- Insuring that we stay in business
- Networking and relationship development
- Access to good quality education programs and advanced programing like LUTC

Debbie Dale suggested that we do a webinar with Joe Cuccinilli from New Jersey, with someone from every part of the state. He does an outstanding job highlighting why being a NAIFA member is valuable.

## NATIONAL COMMITTEEMEN REPORTS

Debbie Falndro from Southeastern reported that they did not do elections this year. The same officers who served will continue to serve out the year. They are ready to move to an affiliate status but are hoping to get more information. They also have specific questions regarding their executive and what they need to do regarding that position.

The current responsibilities of a local executive include:

- Sending out meeting notices
- Organizing event items such as food, venue, bill, etc.
- Taking minutes during board meeting (which will no longer be necessary)
- Membership and accounting
- Filing for CE credit

The new system of affiliates is really a chance to go back to the current locals and decide what you want your affiliate to look like moving forward. It could be primarily social events with networking, it could be intense mentoring, webinars, monthly meetings etc.

Rod Carr from Boise reported that membership is going to be the key in helping their affiliate survive. Since the decision has already been made from the top down now it will be just trying to figure out how to make it work within their local.

Guy Stubbs from Southern reported that their incoming president, Ron Bingham has stepped down and David Hruza will be starting in July. The key to their success will be sending a representative to the state board to bring back information and make sure they stay involved.

Steve Fuhirman from Eastern reported that they plan to continue on with business as usual and don't plan on their members noticing much of a difference. They plan to keep their current executive, Jerry, in his same role. They will be continuing their monthly lunches and continuing education. They liked the idea of a debit card to be able to pay for lunches etc.

NEW BUSINESS

Trent Yost has been approved as an LUTCF moderator, he is willing to teach a class as long as he gets five people.

Kyra's contract is up for renewal, but she feels that given the uncertainty of the job responsibilities moving forward she is unable to draft an appropriate contract. Kraig Dahl moved to have Kyra work month to month until a contract is decided on following the new regulations and requirements from NAIFA National. Seconded. Passed.

It is time for us to set a new budget for the year, however there does not seem to be enough information as far as the new system, so we will be scheduling a meeting at a later date to do that. Hopefully the playbook we are receiving in July will answer a lot of our questions and then we can plan a board meeting to draft a budget for the year.

Kyra and Steve will plan to get convention meetings going and figure out a new location and date.

ADJOURNMENT

Trent Yost moved to adjourn. Seconded. Passed. The meeting adjourned at 10:16AM.

Respectfully submitted,

Kyra Gibson  
Executive Director