

**National Association of Insurance and Financial Advisors
Board of Directors
Thursday, May 2, 2019
Canyon Crest Event and Dining Center, Twin Falls, Idaho.**

CALL TO ORDER Chairman Steve Widmer called the meeting of the National Association of Insurance and Financial Advisors of Idaho Board of Directors to order at 3:50PM on Thursday, May 2, 2019 at Canyon Crest Event and Dining Center in Twin Falls, Idaho. Those present

PRESENT included: Steve Widmer, Debbie Dale, David Hruza, Andrew Linsemann, Kent Lance, Debbie Flandro, John Bellamy, Greg Bitter, Olin Barkdull, Trent Yost, Emmalee Robinson, Guy Stubbs, Emmalee Robinson, Trent Yost, Guy Stubbs, Derek Baltimore and Kyra Gibson. Absent and excused were Hyatt Erstad and Scott Mason.

Board members went around and introduced themselves and their position on the NAIFA Idaho Board. This was the first in person meeting for Andrew, Olin, and Emmalee.

MINUTES 03/12/2019 The minutes of March 12, 2019 were presented. Trent Yost moved to approve the minutes from March 12, 2019. Seconded. Passed.

FINANCIAL REPORT Kyra Gibson presented the current year to date NAIFA operations financial and the IFAPAC financial for the periods of January 1, 2010 – April 29, 2019. Debbie Dale moved to receive and file the financials as presented. Seconded. Passed. The board asked Kyra to check with NAIFA National on what will happen to E&O Income under the new restructuring system.

DAY ON THE HILL Kyra reported that our 2020 Day on the Hill date has been set for Thursday, January 30, 2020. Those who will serve on the committee are Guy Stubbs to chair, Hyatt Erstad, Emmalee Robinson and Debbie Dale. The 2019 Day on the Hill was very profitable; we raised \$2008.94, which was the amount that Health Underwriters sent us. While it was by far one of the most profitable events, many comments were made regarding the lack of interaction with legislators.

NATIONAL COMMITTEEMAN'S REPORT Debbie Dale gave the National Committeeman's Report. The next big event is the Congressional Conference in Washington D.C. We have eight people from Idaho attending and have made appointments to visit with all four of our congressional officers while in D.C.

MEMBERSHIP RECRUITING EVENT Derek Baltimore gave an update on membership; we are currently at 153 members. We are working on a new event that will serve as member recruitment but is also great for existing members. The date is set for Thursday, September 19th in Boise. We are still looking for a location, but Van Mueller is scheduled to speak. He should be a great draw for anyone in the business, new or old. His presentation will be approximately 3-4 hours in length and our only cost will be his travel and hotel. The goal is to really promote this event with lots of social media marketing and perhaps share several of his You Tube videos. Jill Judd is also coming, but Dennis Cuccinelli is unable to attend this year. At this time, the goal is to find a venue and start advertising as soon as possible. Derek will chair the committee for this event and members will include Guy Stubbs, David Hruza, Debbie Flandro, John Bellamy, Olin Barkdull, Scott Mason and Andrew Linsenmann. Guy Stubbs suggested that we also do our Twyane Bueller golf tournament in conjunction with this event, starting with the meeting at 8-9am, followed by lunch and then a golf tournament in the afternoon. Guy will do the research on a golf course.

YOUNG AGENT REPORT

Andrew Linsemann gave a Young Agent report. He is working with Spencer Ingram to get something setup. They are hoping to do an event in June for members and non-members, most likely a cocktail hour held at Backstage at The Village, in Meridian. The board asked that Andrew look into doing a YAT social as part of the September 19th event as well.

VICE PRESIDENTS' REPORTS

Vice Presidents' Reports:

- Southeastern - Debbie Flandro reported that on June 13, 2019, Joe Morton will be teaching a class on ethics in the morning. Dan Packer is scheduled to do a tax law event; the cost is \$40 for members, which includes lunch at Farm Bureau office. They are still meeting the first Wednesday of every month at the Farm Bureau office for the committee meeting starting at 12PM and all member meetings are the second Wednesday of the month at Perkins starting again in September.
- Southern – David Hruza reported that their affiliate will not be meeting during Septemebr – November to allow the agents to focus on open enrollment. Their meeting year will now be December through August. They meet the last Tuesday of each month, at Idaho Pizza Company in Twin Falls, at 11:30AM.
- Eastern - Olin Barkdull reported that the Eastern Affiliate celebrated with 14-15 past local presidents at their lunch last month. They have held a few classes over the last several months to raise money and had nearly 60 people at their event in March. They meet the fourth Wednesday of the month (September-May) at the College of Eastern Idaho (excluding December). The meeting is at 11:30AM. They also continue to meet as committee once a month at Olin's office. Garth Hassel is the current chairman.
- Boise - Debbie Dale reported that Scott Mason is going to continue serving as chairman through the end of the calendar year. Boise is moving to quarterly meetings which will be the third Thursday of the month, at Louies in Meridian, at 11:30AM. The next one would take place in September, but they will be observing the Van Mueller Membership Event instead.

BOARD GUIDELINES OR RULES

Kyra Gibson reported that she has been receiving some negative feedback at the state office regarding board representatives not reporting the information from the state back to the affiliates. She stressed the importance of board member to attend meetings and more importantly report that information back to those in their area. Kyra suggested that the board look into creating board guidelines or rules, which outline a minimum attendance requirement for board members at meetings. The board asked that in the future if Kyra receives negative feedback to reach out to the Vice President in that affiliate area and let them know that they need to contact that person and follow up.

IFAPAC

Kent Lance reported that IFAPAC raised over \$400 at convention and had some good conversations at the booth. Kyra will reach out to Eric Hess to get him the monthly sign up information.

PIC

Emmalee Robinson reported that her main need for PIC is finding some key contacts for legislators in the state of Idaho. The relationships are strong with our congressional officers, but not on a state level. She will be working with John Mackey, NAIFAs lobbyist, to create some contacts moving forward. Emmalee will be sending some information to Kyra to send out to the membership. She is getting some good information and materials from NAIFA National to use. She is beginning to look into doing more PIC events within the state.

CONNECT
CONFERENCE
FEEDBACK

The board gave feedback on the Connect Conference:

- Liked doing the business meeting first thing.
- Sponsors felt like they had a good time with the attendees.
- Liked the venue in Twin Falls.
- Speakers were very good.
- Enjoyed not having breakout sessions, but keeping everyone together.
- Good variety of topics. Did not feel health, life or financial dominated the agenda
- Liked having a multi part speaker (Ruth Schwartz spoke three times). She is someone that we could defiantly bring back next year or in the future.
- Food choices were good; seemed like it was much higher quality food and a good variety.
- Believe the low attendance is due to marketing and the fact that we don't have access to non-member email addresses. The question was raised, how does NAHU get such great attendance at their convention? We need to figure out how to get the message out to the 8500 licensed agents in the state.
- The election and swearing in of officers is a bit awkward now that we have moved our fiscal year to January – December. It used to make sense to do it at convention, when our fiscal year started July 1, but now it is too far from when the officers will actually take office. The board agreed by consensus to move our annual meeting to a Skype or Zoom call in December and away from convention.

2020 CONVENTION

The board agreed by consensus that the 2020 convention will take place in Twin Falls at Canyon Crest Event Center. Kyra will check on the dates Wednesday, June 10 and Thursday, June 11 to see about availability. The board agreed by consensus that the committee eliminate the “group rate” at the hotel and allow everyone to book their own hotel. Kyra will continue to make hotel arrangements for speakers based on the best rates she can find. Instead of a link to book within the NAIFA block, we can list the three closest recommended hotels.

KYRA'S CONTRACT

Debbie Dale asked that the board consider extending Kyra contract and return her to a yearlong contract rather than month to month. Kyra departed the meeting for the board to go into executive session and discuss her contract. Kyra returned to the meeting. David Hruza moved to give Kyra an increase in compensation to \$1330 a month, effective immediately and return Kyra to a contract which will run through the end of December. Seconded. Passed.

“TRIP OF A LIFETIME”
RAFFLE

Kyra reported that the “Trip of a Lifetime” Raffle raised a total of \$5100 total. The profit for NAIFA Idaho will be somewhere around \$1500 after the winner selects the trip they would like.

RECRUITMENT

Derek challenged each member on the board to recruit one new member before December 31st. Moving forward we need to add it to the agenda to recognize any new members at each meeting and event. When we send email blasts to the state we need to include a list of new members and be sure to recognize the members in person including at next year's convention.

ADJOURNMENT

David Hruza moved to adjourn. Seconded. Passed. The meeting adjourned at 5:45PM

Respectfully submitted,

Kyra Gibson
Executive Director