

**National Association of Insurance and Financial Advisors
Board of Directors
Wednesday, July 10, 2019
Conference Call**

- 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 9:07AM on Wednesday, July 10, 2019 on a conference call. Those present included: Steve Widmer, Debbie Dale, Debbie Flandro, John Bellamy, Greg Bitter, Olin Barkdull, Hyatt Erstad, Guy Stubbs, Derek Baltimore and Kyra Gibson.
- PRESENT
- MINUTES 05/02/2019 The minutes of May 02, 2019 were presented. John Bellamy moved to approve the minutes from May 02, 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 – July 10, 2019. Debbie Dale moved to receive and file the financials as presented. Seconded. Passed.
- SALES SUMMIT Derek Baltimore gave an update on the Sales Summit coming up in September. We have acquired a list of all insurance agents in Idaho, it is around 5,000 people, and the goal is to focus on the population in the Treasure Valley area. We also have a current and lapsed list of NAIFA members. Derek is going to do a little video intro with Van and blast that out via email. Derek's goal is to have 100 people in attendance. The event will be held at Eagle Hills Golf Course. Everything for the golf tournament is ready to go.
- NATIONAL COMMITTEEMAN'S REPORT Debbie Dale gave the National Committeeman's Report. There was a great turn out in Washington D.C. at our Congressional Conference, nine people from Idaho attended. LACP designation finally got approved, which is very exciting.
- MEMBERSHIP REPORT Kyra Gibson reported that we currently have 166 members. The new reporting system is very confusing and every are is reporting different numbers. Kyra will be visiting with our NAIFA National Liaison, Lisa to try and get a clearer picture on that and get accurate numbers.
- P&P CONFERENCE Both Guy and Derek are planning to attend the meeting in September on behalf of Idaho. Debbie Dale will provide them with some Idaho pins for the "state gift exchange". Traditionally the board has paid for the President Elect and National Committeeman to attend, but this year since Debbie is not able to attend the board discussed helping Derek with some of the costs. Debbie Dale moved to reimburse Derek up to \$1200 for convention with receipts. Seconded. Passed.
- VICE PRESIDENTS' REPORTS Vice Presidents' Reports:
- Southeastern - Debbie Flandro reported that the Southeaster Committee meets on a monthly basis. They have two events coming up. One on taxes and one on ethics. They have had great feedback from those who attended. They will take their normal break during the fall and resume in the fall.
 - Eastern - Olin Barkdull reported that the Eastern Affiliate is getting organized for September. Emmalee is going to start working on getting some interviews with Legislators and they will be focusing on a recruitment event. Mike Abboussie spoke at their May event about Long Term Market Risk and people really like it. They will also be breaking for the summer and resuming in the fall.

- Boise - Debbie Dale reported Boise is going to be breaking for the summer and will join the Sales Summit in place of a September meeting. Regular meetings will resume in October.

Kyra encouraged the affiliates to try and plan an event for the future that would take place in the summer months to keep members engaged and focus on outreach.

STATE CONVENTION

Kyra Gibson has been working with Canyon Crest to find dates in June. The NAHU convention is set for April 22-33 and Congressional Fly In in Washington D.C. is May 19 and 20. The goal is to avoid both of those events so it does not hurt our attendance.

NEW BUSINESS

Debbie Dale reported that Tracey Stone has begun cancer treatments and is taking a leave of absence from work. Steve Widmer moved the NAIFA Board get a bouquet of flowers to send to Tracey. Kyra will make the arrangements and get them sent to her, not to exceed \$75.

ADJOURNMENT

Debbie Dale moved to adjourn. Seconded. Passed. The meeting adjourned at 10:00AM

Respectfully submitted,

Kyra Gibson
Executive Director