

National Association of Insurance and Financial Advisors
Board of Directors
Wednesday, November 20, 2019
Zoom 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 8:45AM on Wednesday, November 20, 2019 on a Zoom call. Those present included: Steve Widmer, Debbie Dale, PRESENT Debbie Flandro, John Bellamy, Greg Bitter, Olin Barkdull, Guy Stubbs, Derek Baltimore, David Hruza, Scott Mason and Kyra Gibson. Absent and excused were Emmalee Robison, Hyatt Erstad, and Kent Lance

MINUTES The minutes of September 18, 2019 were presented. Greg Bitter moved to approve the 09/18/2019 minutes from September 18, 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 – November 19, 2019. Guy Stubbs moved to receive and file the financials as presented. Seconded. Passed.

MEMBERSHIP Derek Baltimore gave a membership report. The goal is to increase membership by 5%. We are currently at 161 members. Derek is planning to visit with some agencies in the Treasure Valley during Day on the Hill. The board discussed doing some targeted membership recruitment over lunch during Day on the Hill. Olin Barkdull joined the meeting at this time. If each affiliate could bring two individuals, the board could host them for free lunch. Guy Stubbs moved that NAIFA Idaho sponsor a lunch for non-members to attend as well as free registration to Day on the Hill. Dinner would be their responsibility to pay. Seconded. Passed.

VICE PRESIDENT Steve Widmer reported that Southern affiliate will resume meeting in January to REPORTS accommodate all the members who are so busy during open enrollment.

Debbie Flandro reported that Southeastern affiliate has had three consistent monthly meetings. Kyle Buck spoke about reverse mortgages in September, they had a health update in October and Trent Yost talked about retirement plans, wills and trusts in November. For their meeting in December they have confirmed five legislators who will be attending. The plan is to look into the NAIFA Live watch parties as an option for 2020. They are still meeting at Perkins on the 2nd Wednesday of every month.

Greg reported from the Eastern affiliate, in September they had their legislative meeting about uninsured motorists. It was a good crowd, they have gained and lost a few members over the last couple months. Olin presented in October on Medicare and Jerry Borrowman will be presenting in November on effective communication with clients.

John Bellamy reported that the Boise affiliate held their last meeting at United Heritage. They heard from Derek Stafford from Desert Rose Capital Management. Scott Mason joined the meeting at this time.

DAY ON THE HILL Kyra Gibson reported that we are set for our Day on the Hill Event, January 30, 2020. Hyatt is reaching out the legislators to confirm who will be speaking and we have reserved the Crystal Ballroom for dinner that evening. The committee is meeting regularly and everything seems to be on track.

NAIFA CONVENTION The convention has been set for June 10-11 in Twin Falls, Idaho at Canyon Crest Event

Center. The golf tournament will be returning to convention this year and Guy Stubbs will be chairing it. We need to get speakers figured out for that event and get our committee started meeting. Derek Baltimore volunteered to assist with securing speakers. Kyra

PROGRAM SURVEY

Kyra shared the survey results from the program survey that was sent out earlier in the year. This should help with of our planning and programing for meetings and convention.

2021 LILI PROGRAM

Kyra asked the board to consider a LILI informational brochure. Kyra proposed that we allow smaller payments and allow agents to pay throughout the year, with a goal of graduation in May 2021. The board would like to get the graduates for LILI reconnected for a refresher, possibly in conjunction with convention and do a LILI reunion on the night before or a breakfast. Debbie Dale joined the meeting at this time.

SECRETARY

The board discussed possibly names to move onto the executive committee as Secretary/Treasurer. Debbie Dale talked to Laurie Renke but has not received a response. Garth Hassel's name was brought up but is likely not interested at this time. Mostly likely no one from Southern at this time, due to the fact that they are struggling to engage members on a local level. Any suggestions need to be sent to Kyra prior to the annual meeting, where the election will be held. Derek Baltimore and Greg Bitter left the meeting at this time.

LILI FEE

Kyra presented the proposed budget for 2020 There are three areas we need to discuss and evaluate that affect income to the association: LILI, The Raffle and Member Dues. The costs for LILI \$550 per person which we must pay to NAIFA National. Debbie Dale moved to set the fee for LILI at \$800 per person for a class starting in November 2020. Seconded. Passed.

2020 RAFFLE

The board discussed a raffle for 2020. Kyra will reach out to the 2019 winner from Ricketts Associates to possibly get a quote or something to use in promotion. Guy Stubbs moved for NAIFA Idaho to do the raffle again in 2020. Seconded. Passed.

2020 LOBBYIST CONTRACT

The board discussed the proposed contract for 2020 for John Mackey, the board has been happy with his work over the last several years and would like to continue working with him. David Hruza moved to extend a contract to John Mackey to serve as our 2020 Lobbyist. Seconded. Passed.

AFFILIATE

Last year the board set the affiliate fees at \$98 per member per year be sent to the affiliates for their budgets. Dale moved that lower the per member to \$95 per member for the year to the affiliate. Seconded. Passed.

Kyra will make the corrections to LILI, the raffle and NAIFA National and dues and send the proposed budget out to the board prior to the end of the year.

WATCH PARTIES

The board discussed NAIFA Live and the watch parties that national is encouraging affiliates to host. There is some concern about not having the schedule further in advance. Kyra will reach out to national and see if we can get the list of course and speakers in advance for better promotion and check on the time change and what time they will be playing in Idaho.

ADJOURNMENT

Debbie Flandro moved to adjourn. Seconded. Passed. The meeting adjourned at 10:09AM

Respectfully submitted,

Kyra Gibson
Executive Director

