

National Association of Insurance and Financial Advisors of Idaho
Board of Directors Meeting
Wednesday, January 29, 2020
Association Management Group – Meridian, Idaho

CALL TO ORDER	President Guy Stubbs called the meeting of the NAIFA Idaho Board of Directors to order at 5:36 PM on Wednesday, January 29, 2020. Those present included John Bellamy, Greg Bitter, Debbie Dale, Steve Widmer, Guy Stubbs, Derek Baltimore, Emmalee Robison, Trent Yost, Olin Barkdull, Hyatt Erstad and Debbie Flandro and Kyra Gibson. Absent and excused was Scott Mason.
PRESENT	
11/20/19 MEETING MINUTES	The minutes of the meeting held on November 20, 2019 were presented (see attached). <u>Hyatt Erstad moved to approve the minutes as presented. Seconded. Passed.</u>
01/01/2020- 01/29/2020 FINANCIAL REPORT	Kyra Gibson presented year to date financials for the period of January 1, 2020 – January 29, 2020 along with the fund detail report and IFAPAC. Greg Bitter <u>moved to receive and file the financials as presented. Seconded. Passed.</u>
NATIONAL DIRECTORS REPORT	Debbie Dale reported that the member recruitment was 75% higher for the 4 th quarter in 2019 than in 2018 on a national level. Nationally NAIFA helped get the SECURE ACT passed. National is working on a new LILI for managers program which will launch sometime in 2020. The new NAIFA slogan is launching, <i>“Together We Can Take On Anything”</i> . NAIFA has been surprised that the LACP and LACTF designations are not working as well as they thought so they are looking into possibly switching providers on that. The Congressional Fly In is coming up in May and then Performance and Purpose will take place in Boston in the fall. At this point John, Guy, and Derek are all planning to attend the Congressional Fly In to represent Idaho.
MEMBERSHIP	Derek Baltimore reported that NAIFA Idaho currently has 156 members, down from 163 last October. Rod Carr is going to be doing a presentation to New York Life in February and we are hoping to get members that way. National is offering reduced membership for new members the monthly cost would be \$10 for the first year, \$20 for the second, \$30 for the third, \$40 for the fourth and \$50 for the fifth year.
YOUNG AGENT REPORT	Debbie Dale reported that she had met with Andrew and he is interested in doing a Happy Hour for young agents to get them more involved, hopefully get a sponsor who could provide each person with a drink ticket. Kyra will work on getting a list of licensed agents who have been licensed in the last three years from the DOI. It was also suggested to check with The Financial Industry Regulatory Authority or brokercheck.org and see if we can get a list from there as well.
DAY ON THE HILL	Kyra gave a brief update on Day on the Hill tomorrow. We have about 90 people registered for the C.E. portion and about 90 registered for the dinner, including legislators. Director Jeppesen from the Department of Health and Welfare will not be able to attend and will be sending someone from his office. Also Director Dean Cameron is also not available and will be sending Wes Trexler to speak in his place.
VICE PRESIDENT REPORTS	Boise – Debbie Dale reported that Boise is looking for a new chairman. Marcia is still serving as the Executive Director. They hosted the last watch party at Mass Mutual. Boise is struggling and needs to figure out what can be done to breathe new life into it. Guy, Debbie, and John will be available to attend the meeting on February 6 th at Mass Mutual to talk with the committee about what can be done.

GOVERNMENT
AFFIARS REPORT

Hyatt Erstad asked to give his report prior to leaving the meeting. Currently they are at a bit of stand still on a national level because of the impeachment process. The Your Health Idaho Program is doing very well; it was looking like there would be a loss to Your Health Idaho of around \$18,000 to Medicaid but it ended up being closer to \$13,000. Hyatt left the meeting at this time.

VICE PRESIDENT
REPORTS CONTINUED

Eastern – Olin Barkdull reported they had a good meeting earlier this month, their next month is on Reverse Mortgages. Olin left the meeting at this time.

Southeastern – Debbie Flandro reported that they still had meetings scheduled on the first Wednesday of the month. In December they had five local legislators at their event. It was great information for members leading into the 2020 legislative session. The Watch Party was not well attended, and the information was lagging. There appears to be C.E. credit for the first few months of the year making it difficult to entice members to attend. Membership seems to be struggling and they are having a hard time navigating the new role as an affiliate.

Southern – Guy Stubbs reported that The Watch Party was very awkward, they had seven people in attendance, and the host was awkwardly moving between their face and the screen. David Hruza has asked to be replaced as Vice President for Southern, but they do not have a replacement at this time.

CONVENTION

Kyra Gibson gave an update on our convention scheduled for June 10-11 in Twin Falls. We are still looking for some new fresh faces to serve on the committee. The goal is to get a lot of great C.E. this year since many of the local programs are not offering as many. It is a void that can easily be filled by convention. Emmalee is going to reach out Preston Pugmire from Rexburg as a potential speaker.

NATIONAL
COMMITTEEMAN
TERM

Debbie Dales three-year term as National Committeeman will be ending in May. She is willing to serve again but would ask that the term be moved to line up with the calendar year rather to make elections easier. John Bellamy moved that we move the national committeeman term start date to January 1, 2020 effective immediately. Seconded. Passed. President Guy Stubbs asked for nominations from the floor for National Committeeman. John Bellamy nominated Debbie Dale. Guy Stubbs closed the nominations. John Bellamy moved that we elect Debbie Dale to serve as National Committeeman for the term of 2020-2022. Seconded. Passed.

IFAPAC REPORT

Guy Stubbs reported that Kent Lance submitted his resignation for the position of IFAPAC Chairman. Emmalee Robinson has been asked to serve in that role. She will meet with Debbie and Guy tomorrow to hear more about the roles and responsibilities.

NEW BUSINESS

The board will be meeting tomorrow at 1:00PM on the steps of The Capitol for a picture to commemorate Day on the Hill.

ADJOURNMENT

Debbie Dale moved to adjourn the meeting at 6:0PM. Seconded. Passed.

Respectfully submitted,

Kyra Gibson
Executive Director

