



NAHU Board of Trustees Meeting

February 24, 2018

12:45 p.m. – 5:00 p.m.

Hyatt Regency Capitol Hill – Thornton Room, 11th floor
400 New Jersey Avenue, NW
Washington, DC 20001

Meeting called to order at 2:05 P.M. EDT by Mike Embry, NAHU President

NAHU'S VISION STATEMENT

NAHU advocates for our members, provides professional development and delivers resources to promote excellence.

Roll Call

Attendees:

President Mike Embry
President Elect Rusty Rice
Vice President Pat Griffey
Treasurer Dane Rianhard
Secretary Eugene Starks – Arrived @ 2:45 p.m.
Immediate Past President Jim Stenger
NAHU Executive VP & CEO Janet Trautwein
Region I Vice President Jeannie Comins
Region II Vice President Erica Hain

Region III Vice President Mike Deagle
Region IV Vice President Alycia Riedl
Region V Vice President Paige Phillips
Region VI Vice President Kelly Fristoe
Region VII Vice President Ray Magnuson
Region VIII Vice President Linda Rose Koehler
Legislative Council Chair Annette Bechtold
Membership Council Chair Deb Crouch
Professional Development Chair Ashley Kapostins

Absent: None

Staff:

Farren Baer
Marcy Buckner
Megan Caputo

Chris Hartman
Kelly Loussedes
Illana Maze

Jennifer Murphy
Bob Tretter
Brooke Willson

Guests:

Legislative Council Vice Chair Nick Moriello
Membership Council Vice Chair Michelle Howard
Governance Committee Chair David Smith

Chapter & Leadership Development Chair Lou Reginelli
Region VIII Vice President Candidate Jolene Bryant
John Greene

Adoption of Agenda

MOTION: Mike Deagle made the motion to adopt the posted agenda.

MOTION: Motion passed unanimously

New Business

Jeannie Comins discussed her resignation, that was tendered at an earlier date, as Region I Vice President to be in effect April 1. Article VIII, Section 8B of NAHU's Bylaws outline the replacement process. The nomination will be completed by April 30. A commitment letter and bio will be required for the nomination and support of the Board of Trustees.

2018 Budget Review and Update *(Dane Rianhard and Jennifer Murphy)*

Brief overview of the budget was given. A \$5/month dues increase has been proposed and approved. Expenses were reviewed by the Finance Committee and, currently, there are no more reasonable areas that can be cut. The goal now is to find a predictable ongoing revenue source.

Membership Dues Increase *(Dane Rianhard)*

Discussed the dues increase, alternatives to the dues increases and taking a look at how NAHU's money is being spent.

The Governance Committee has been tasked with creating language to communicate the dues increase.

Dane will have talking points prepare with Alycia and Jennifer's assistance.

Corporate Partners *(Megan Caputo)*

Megan presented on the Corporate Partners program.

Membership Programs *(Deb Crouch)*

Membership Pilot program will roll out beginning of April. It will be a soft roll out.

She recommitted the Membership Council to creating training for membership chairs to know and understand how to sell membership.

Discussed having a state-based carrier campaign, cannot be done at the national level.

Vision 2010 *(Janet Trautwein)*

The committees are on task and working through their plans. She will be reviewing how the committees are communicating their successes/values.

Motion for Adjournment

MOTION: Linda Rose Koehler moved to adjourn the meeting at 4:38 P.M. EDT

MOTION: Motion passed unanimously

NAHU's Corporate Partners

Recruitment Strategy

National Association of Health Underwriters

**2018 NAHU Capitol Conference
Board of Trustees Meeting
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NAHU Corporate Partner Program Timeline

2011 – NAHU House of Delegates
passes dues discount proposal

2012 – Principals Council is established

2015 – General Agency Principals
Council is established

2016 – NAHU hires staff person to
manage corporate partnerships

What makes a company a corporate partner?

BUSINESS INSURANCE®

July 18, 2016

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SPECIAL REPORT

100 LARGEST BROKERS OF U.S. BUSINESS*

Ranked by 2015 brokerage revenue generated by U.S.-based clients

1-50

1	1	Marsh & McLennan Cos. Inc. ¹	\$6,326,880,000	8.4%
2	2	Aon P.L.C.	\$6,052,059,000	4.1%
3	4	Willis Towers Watson P.L.C. ²	\$3,980,760,000	129.7%
4	3	Arthur J. Gallagher & Co. ¹	\$2,713,336,000	13.0%
5	5	BB&T Insurance Holdings Inc. ¹	\$1,676,025,000	(2.2%)
6	6	Brown & Brown Inc. ¹	\$1,656,951,014	5.7%
7	7	Wells Fargo Insurance Services USA Inc.	\$1,316,335,000	1.3%
8	10	Hub International Ltd. ¹	\$1,146,972,060	26.4%
9	8	USI Insurance Services L.L.C. ¹	\$1,027,846,835	12.6%
10	9	Lockton Cos. L.L.C. ^{1,4}	\$996,426,750	6.5%
11	11	NFP Corp. ⁴	\$880,611,794	10.6%
12	12	Alliant Insurance Services Inc. ¹	\$826,567,635	33.5%
13	13	AssuredPartners Inc. ¹	\$555,938,953	23.8%
14	19	Acrisure L.L.C. ¹	\$410,654,072	114.7%
15	16	BroadStreet Partners Inc.	\$336,550,000	36.6%
16	15	Jardine Lloyd Thompson Group P.L.C. ⁴	\$261,469,584	11.2%
17	20	Integro Group Holdings L.P. ¹	\$221,395,200	30.3%
18	18	CBIZ Benefits & Insurance Services Inc. ¹	\$220,400,000	6.9%
19	17	Leavitt Group Enterprises ¹	\$216,058,000	(2.9%)
20	23	Edgewood Partners Insurance Center, dba EPIC Insurance Brokers & Consultants	\$195,558,100	28.9%
21	21	Hays Group Inc., dba Hays Companies	\$183,300,000	9.8%
22	22	Keenan & Associates	\$170,901,000	4.9%
23	26	Paychex Insurance Agency Inc. ⁴	\$170,100,000	23.8%
24	24	Crystal & Company	\$157,000,000	5.1%
25	27	Insurance Office of America Inc. ¹	\$143,371,738	11.3%
26	25	Meadowbrook Insurance Group Inc. ¹	\$142,442,142	0.8%
27	39	Risk Strategies Co. Inc. ¹	\$142,424,560	45.7%
28	31	Holmes Murphy & Associates Inc.	\$137,458,129	12.6%
29	30	The IMA Financial Group Inc. ¹	\$133,372,706	7.3%
30	28	J. Smith Lanier & Co. ¹	\$132,903,339	6.3%
31	32	Higginbotham ¹	\$131,966,000	8.4%
32	33	Regions Insurance Group Inc. ¹	\$130,844,025	10.4%
33	37	Cross Financial Corp., dba Cross Insurance	\$128,200,000	20.8%
34	29	Wortham Insurance & Risk Management	\$126,787,875	1.8%
35	35	Cottingham & Butler Inc. ¹	\$125,729,000	14.1%
36	42	Digital Insurance Inc. ¹	\$116,451,000	23.1%
37	34	BancorpSouth Insurance Services Inc.	\$114,581,596	1.1%
38	36	Hylant Group Inc.	\$111,986,535	3.2%
39	43	Capacity Group of Cos. ¹	\$110,028,697	17.8%
40	40	Heffernan Group	\$107,700,800	10.6%
41	41	Mesirow Insurance Services Inc. ²	\$104,586,091	8.7%

NAHU's Corporate Partner Prospects

- National and Regional Retail Insurance Brokerages
 - Examples: Arthur J. Gallagher, HUB International, Brown & Brown
- National Producer Groups (Aggregators)
 - Assurex Global, BAN, NFP, UBA
- General Agencies
 - BenefitMall, Word & Brown, Kistler Tiffany Benefits



NAHU Corporate Partners – 100+

NAHU's *100+ Corporate Partnership* program allows this size corporate partner to access membership benefits on behalf of the team members, bringing them specialized programs and information specific to the company's needs. By entering into a 100+ Corporate Partnership with NAHU, your group will receive:

- A dues discount equal to one month free each year for all individual members on the corporate partner list bill – a 12% savings.
 - Streamlined billing process – one renewal date, one payment.
 - Company ownership of the membership slots – if a person on the membership billing leaves your employment, you select the new member replacement.
- Exclusive quarterly updates given by NAHU CEO or other senior staff in NAHU's Government Affairs department to your company or your clients.
 - One of these national updates may be done in person, as schedules permit, and the others will be for up to 1,000 individuals via our webinar platform.
- Full access to our *Compliance Corner* for members on list bill, including monthly webinars and dedicated NAHU legislative staff to answer compliance questions.
- A 20% discount on NAHU produced education programs, including our Registered Employee Benefits Consultant (REBC) designation and Benefits Account Managers (BAM) certification course.
- Special legislative and regulatory alerts directed to your company on pressing legislative and regulatory matters.

Why NAHU?

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