



NAHU Board of Trustees Meeting

February 23, 2019

1:00 p.m. – 6:00 p.m.

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

AGENDA

- 1:00 p.m. – 1:15 p.m. ***Welcome and Overview*** – Rusty Rice
- 1:15 p.m. – 2:45 p.m. ***BoT Business Meeting*** – Rusty Rice and board (see agenda on BoT webpage)
- 2:45 p.m. – 3:00 p.m. ***Update on Vision 2020***
- 3:00 p.m. – 5:00 p.m. ***Strategic Discussion – Stabilizing and Growing our Membership***
- Membership
 - Retention and new assistance for Chapters
 - Chapter contest/campaign
 - Training for Chapter Leaders
 - Outreach to Struggling Chapters
 - Arkansas – Ed Oleksiak and Janet Trautwein
 - Illinois – Mike Deagle and Janet Trautwein
 - Outreach to Aggregators
 - UBA – Mike Embry and Megan Caputo
 - Agency Membership Model
 - Next steps – Pat Griffey and Janet Trautwein
 - Outreach to Large Agencies – Megan Caputo and Janet Trautwein
 - Outreach to Medicare FMOs – Janet Trautwein and Bob Tretter
 - Other ideas on Membership Stabilization and Growth – Everyone
- 5:00 p.m. – 6:00 p.m. ***Discussion of New Direction recommended by Karen Kirkpatrick***

NAHU's Anti-trust Statement: Associations are subject to strict scrutiny under antitrust laws because an association is, by its nature, a group of competitors joined together for a common business purpose. The antitrust laws require companies to make certain decisions by themselves, not in conjunction with competitors. Therefore, associations and their members must proceed with extreme caution in certain areas of activity to insure against violation of the antitrust laws. Discussions of current or future prices or commissions and refusing to deal with or boycotting any insurance carrier are among a number of areas specifically prohibited by the anti-trust laws and will not be permitted in today's meeting.