



VANGUARD

Chair: Mark Fox

EC Liaison: Eric Kohlsdorf

Month: April 2020

Green items are action items.

- Over the past few months the Vanguard Council has been presented with several members who would like comprehensive studies done. It seems these concerns are overlapping in nature and thus the Vanguard Council has decided to research potential developments and present the findings to the BOT. These are controversial subjects, so please keep in mind that this is just a research project.
- Member Benefit Offering
 - Several members have asked us to do a study on member benefits including insurance products.
 - This is a study to see if our members want an insurance offering and to see how that would impact the association.
 - Would this be in conflict to our own members, bylaws and constitution?
 - Would there be financial backlash from our current sponsors?
 - How would we structure an offering as to not benefit a single vendor or member?
 - What other questions need to be answered? Please submit additional questions you would like answered by April 30th to Vanguard@nahu.org
- Vanguard Membership
 - There is an unreached group of insurance professionals. The voluntary benefits agents. Our research will explore an entry level membership for agents licensed less than 2 years.
 - Would this be mutually beneficial to the agent and association as a whole?
 - Would this be a discount on membership and reduction of services/member benefits?
 - Would this be a stand alone product outside of NAHU membership but governed by NAHU?
 - How can we avoid issues that were experienced in the past with a similar program?
 - What other questions need to be answered? Please submit additional questions you would like answered by April 30th to Vanguard@nahu.org