



NAHU Board of Trustees Meeting

Monday, August 20, 2018

Meeting called to order at 4:00 P.M. EDT by Rusty Rice

NAHU'S VISION STATEMENT

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

Reading of Antitrust Statement

Rusty Rice read the antitrust statement.

Roll Call (Kelly Fristoe)

Attendees:

President Rusty Rice
President Elect Pat Griffey
Treasurer Eugene Starks
Secretary Kelly Fristoe
Immediate Past President Mike Embry
Region I Vice President Michael Grinnell
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 Ed Oleksiak
Region VII Vice President Ray Magnuson
Region VIII Vice President Pat Burns
Legislative Council Chair Nick Moriello
Membership Council Chair Michelle Howard
Professional Development Chair Karen Kirkpatrick

Staff:

Farren Baer	Kelly Loussedes
Marcy Buckner	Illana Maze
Megan Caputo	Jennifer Murphy

Brooke Willson

Guests:

Legislative Council Vice Chair Jessica Watts	Chapter and Leadership Development Chair
Governance Committee Chair David Smith	Artie Accardo

Absent from the Call: Dane Rianhard, Janet Trautwein, Michael Grinnell, Chris Hartman, Bob Tretter, John Greene, Kevin Trokey, and Jill Pedersen

Adoption of Agenda

MOTION: Michael Embry made a motion to adopt the posted agenda. Alycia Riedl seconded the motion.

MOTION: Motion passed unanimously

Consent Agenda A (Rusty Rice)

- BoT Meeting Minutes – July 16, 2018

- EC Meeting Minutes – August 13, 2018

MOTION: Eugene Starks made a motion to approve Consent Agenda A. Karen Kirkpatrick seconded the motion.

MOTION: Motion passed unanimously

POINT OF ORDER: Mike Deagle noted that the Professional Development Committee list is incorrect in the BoT Meeting Minutes from July 16th, 2018.

MOTION: Mike Deagle made a motion to correct the minutes by adding Susan Rider and Jeanne Embry as the Region III Professional Development Committee Chairs. Michelle Howe needs to be added as Region V Professional Development Committee Chair.

MOTION: The motion passed unanimously.

Consent Agenda B (*Rusty Rice*)

- National Committee Rosters for Approval
 - Awards Committee
 - Chapter and Leadership Development Committee
 - Governance Committee
 - HUPAC
 - LPRT Committee
 - Media Relations
 - Vanguard Council
 - Job Description
- NAHU Education Foundation Board approval

MOTION: Pat Griffey made a motion to approve Consent Agenda B.

DISCUSSION: Paige Phillips pointed out that there was a typo correction that needed to be made on the Governance report on Page 2. It should read 2018. Brooke Willson will make that correction to the Governance report.

MOTION: Motion passed unanimously

Financial Reports (*Eugene Starks*)

- June 2018 Financials

Eugene reported that the committee has been working on the benchmarking criteria as it relates to the inflationary dues increase that was passed at the House of Delegates meeting in Kansas City in June 2018. A subcommittee has been formed to work on these criteria. That committee is made up of Chair, Mike Deagle, Alycia Riedl, Beth Ashmore and Dane Rianhard. Once the benchmarking criteria and data is established it will be reported back to this board for consideration.

Jennifer Murphy reported that there is nothing new to report from the submitted financials.

MOTION: Eugene Starks made a motion to approve the June 2018 Financial Report. .

MOTION: The motion passed unanimously.

- Finance Committee Minutes – August 13, 2018

MOTION: Eugen Starks made a motion to approve the August 13, 2018 Finance Committee minutes.

MOTION: The motion passed unanimously.

- Financial Trends - Jennifer Murphy presented the report on financial trends and tracking.
- Eugene Starks reported that the Finance Committee is adhering to the timeline of the budget process in reviewing items submitted from respective committees and Regional Vice Presidents for the upcoming budget meeting in September.
- Jennifer Murphy reported that the Auditors reported that we passed the audit.

RVP Report (*Ed Oleksiak*) Ed reported that the RVPs met on August 6th. The meeting consisted of discussion and fine tuning of the RVP budget submissions and an ongoing dialogue of the formats of the Regional Leadership Conferences. The RVPs also discussed and then dismissed the idea of the creation of an infographic of Triple Crown criteria for communication to the membership. The RVPs also discussed how valuable it would be to add a formal Treasurer Training for state and local boards so that the treasurers are trained in doing their job correctly and consistently.

Rusty reported that he just completed his travel from all the recent RLCs and expressed that they were all great meetings and congratulated the RVPs on a job well done.

Legislative Report (*Nick Moriello*) Nick reported that the Legislative Council has discussed a few highlights regarding rules on Short Term plans now that they have been released. The Legislative Council has worked with NAHU staff to make sure that information has been communicated to the membership. Nick also reported items of concern with insurance commissioners as it relates to consumer protections regarding Short Term plans. He mentioned concerns with CMS's original intent to allow navigators to be involved with Short Term plans. The Legislative Council is also still working with issues involving the HIT tax, Cadillac tax, and Employer Reporting. The Council worked on talking points for members to use with their members of the House while they are in district on recess. Legislative council members are being charged with making sure that all state and local chapter legislative chairs are apprised of these issues.

Staff Legislative Report – Marcy Buckner continued the report regarding Short Term plans and how states are responding. They are working on putting together a chart that shows what the different states are doing with short term plans as well as Association Health plans (old pathway vs. new pathway). Also, they are working on putting together a letter for NAHU members to use in their respective states, to use with their insurance departments as it relates to Short Term plans and Association plans that indicated that NAHU can be a valuable resource in those discussion to help the states decide the best path. Marcy also reported that NAHU has been working with contacts at CMS on the Navigator issue on Short Term plans. CMS has indicated that Navigators will not be assisting consumers with Short Term plans. NAHU is waiting for a formal letter to be issued to confirm and verify. Marcy and Janet have been working to personally meet with Seem Verma since February of 2017. It appears that meeting could finally be taking place in September.

MOTION: Pat Griffey made a motion to approve the Legislative report.

MOTION: The motion passed unanimously.

Membership Report (*Michelle Howard*) Michelle reported that the committee has been working on the Triple Crown challenge of the BoT members. The Membership Committee watched a technology demo about a new

platform called Infuse. This is a communication and recruitment technology tool. The membership committee is putting money in the budget for this to be used in 2018-2019 as a membership tool to increase membership and retention. Michelle reported that there still needs to be volunteer assignment for Membership Retention Chairs in Regions I, II, and III. The Membership Management Team has had several calls to develop a marketing plan, improving communication and continuing to work on the agency membership details. We lost membership in July (down 68 members). There seems to be a trend that we lose members in the summer months of June, July, and August. The Membership Committee is working on a plan to address this. Michelle was happy to report that the retention rate is up.

MOTION: Kelly Fristoe made a motion to approve the Membership report.

MOTION: The motion passed unanimously

Professional Development Report (*Karen Kirkpatrick*) Karen reported that the committee has come up with four main initiatives. Those initiatives are “LEAD”, “Medicare Extreme”, “Certifications”, and “Speakers Bureau”. The committee is working on preliminary plans around how to begin implementation of these initiatives. The Professional Development Committee has appointed a subcommittee to work specifically on each initiative as listed below. The Medicare Extreme group is going to focus on getting over 500 attendees to NAHU Convention Medicare Event. The Speaker’s Bureau subcommittee is working on programming that will help with retention of members as well as working on templates such as “program in a box” for chapters to use. The Certification subcommittee is working on reviewing changes that have been recommended for several awards so that it results in a boost in NAHU members taking the NAHU Certification courses. Karen also reported on how the Committee wants to structure a contest on the chapter/chapters with the most number of members doing certification courses with an incentive that will help drive people to the NAHU Convention.

Medicare Extreme: Yolanda Webb, Lupe Bruneman, Erin Fisher

Speaker’s Bureau: Eric Kohlsdorf, Michelle Howe, Kathy Ferguson, Jeanne Embry

Certifications: Judy Johnson, Ashley Kapostins, Amy Perry, Connie Puett, Kelly Pastore

LEAD: Ashley Kapostins, Lou Reginelli, Mike Embry, Julia Jennings, Farren Baer, Jill Pedersen, Chad Schneider.

MOTION: Mike Deagle made a motion to approve the Professional Development Committee report.

MOTION: The motion passed unanimously

CEO Report (*Janet Trautwein*) Janet has been waylaid by Hurricane Lane and was not able to attend this call.

New Business

- Triple Crown Board Commitment - Michell Howard discussed the importance of each BoT member being Triple Crown by the end of September to set an example of the campaign to the Chapter Presidents to focus on Triple Crown.
- Hootsuite (Kelly Loussedes) Kelly was not on the call. Illana Maze reported that NAHU is going to begin using Hootsuite, a single source social media tool, as the social media platform to allow NAHU’s social media posts to be broader based as well as to be able to monitor those posts in one simple format. Hootsuite also has analytic tools available.

Strategic Discussion

Open Discussion List – Rusty Rice called to the attention of the board the Strategic Discussion list that Janet has compiled and requested that everyone review this list and to be prepared to come up with additional items that we can put into play. We will go over this list in our board meeting in connection with the budget meeting.

Motion for Adjournment

Motion to adjourn – Mike Embry made a motion to adjourn the meeting
Rusty Rice adjourned the meeting at 5:17pm EST

***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.

***CONSENT AGENDA per Sturgis:** Organizations having a large number of routine matters to approve often save time by use of a consent agenda, also called a consent calendar or unanimous consent agenda. This is a portion of the printed agenda listing matters that are expected to be noncontroversial and on which there are likely to be no questions.

Before taking the vote, the chair allows time for the members to read the list to determine if it includes any matters on which they may have a question, or which they would like to discuss or oppose. Any member has a right to remove any item from the consent agenda, in which case it is transferred to the regular agenda so that it may be considered and voted on separately. The remaining items are then unanimously approved en bloc without discussion, saving the time that would be required for individual votes.

Respectfully submitted,
Kelly Fristoe
NAHU Secretary



NAHU Board of Trustees Meeting Agenda
Monday, August 20, 2018
Zoom Video Conference Call
4:00-5:30 p.m. EDT

NAHU'S MISSION STATEMENT

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

Call to Order & Reading of Antitrust Statement* (*Rusty Rice*)
Roll Call of Attendees (*Kelly Fristoe*)
Approve Agenda (*Rusty Rice*)

Consent Agenda A (*Rusty Rice*)
BoT Meeting Minutes – July 16, 2018
EC Meeting Minutes – August 13, 2018

Consent Agenda B (*Rusty Rice*)

Committee Reports

- Awards Committee
- Chapter and Leadership Development Committee
- Governance
- HUPAC
- Legislative Council
- LPRT Committee
- Media Relations
- Membership Council
- Professional Development Committee
- Vanguard Council

Finance Report (*Eugene Starks*)

- NAHU June 2018 Financials
- Finance Committee Minutes – July 9, 2018

CEO Report (*Janet Trautwein*)

RVP Report (*Paige Phillips*)

Legislative Council Report (*Nick Moriello*)



Membership Council Report (*Michele Howard*)

Professional Development Committee Report (*Karen Kirkpatrick*)

New Business

- **NAHU Education Foundation board approval**
- **Triple Crown Board Commitment** (*Michelle Howard*)
- [Hootsuite](#) (*Kelly Loussedes*)

Strategic Discussion

- **Membership**
- **Open Discussion & Follow Up**

Motion for Adjournment

***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.

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NAHU Board of Trustees Meeting

Monday, July 16, 2018

Meeting called to order at 4:00 P.M. EDT by NAHU President Rusty Rice.

NAHU'S VISION STATEMENT

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

Reading of Antitrust Statement

Rusty Rice read the antitrust statement.

Roll Call (Kelly Fristoe)

Attendees:

President Rusty Rice	Region III Vice President Mike Deagle
President Elect Pat Griffey	Region IV Vice President Alycia Riedl
Vice President Dane Rianhard	Region V Vice President Paige Phillips
Treasurer Eugene Starks	Region VI Vice President Ed Oleksiak
Secretary Kelly Fristoe	Region VII Vice President Ray Magnuson
Immediate Past President Mike Embry	Region VIII Vice President Pat Burns
NAHU Executive VP & CEO Janet Trautwein	Legislative Council Chair Nick Moriello
Region I Vice President Michael Grinnell	Membership Council Chair Michelle Howard
Region II Vice President Erica Hain	Professional Development Chair Karen Kirkpatrick

Absent: Farren Baer, and Kevin Trokey

Staff:

Farren Baer	Kelly Loussedes	Brooke Willson
Marcy Buckner	Illana Maze	John Greene
Megan Caputo	Jennifer Murphy	
Chris Hartman	Bob Tretter	

Guests:

Legislative Council Vice Chair Jessica Watts	Governance Committee Chair David Smith –
Membership Council Vice Chair Kevin Trokey	Joined the meeting at 5:35pm EDT
Professional Development Vice-Chair Jill Pedersen	Chapter and Leadership Development Chair Artie Accardo

Adoption of Agenda

MOTION: Mike Embry made a motion to adopt the posted agenda.

MOTION: The motion passed unanimously

Consent Agenda A (*Rusty Rice*)

- BoT Meeting Minutes – June 26, 2018
- EC Meeting Minutes – July 9, 2018

MOTION: Eugene Starks made a motion to approve Consent Agenda A with the corrections to the BoT Meeting Minutes as requested by Kelly Fristoe. BoT Meeting Minutes were labeled “EC Meeting Minutes” instead of “BoT Meeting Minutes”.

MOTION: The motion passed unanimously

Consent Agenda B (*Rusty Rice*)

Approve Committee members

- Awards Committee
- Chapter and Leadership Development Committee
- Legislative Council
- LPRT Committee
- Media Relations
- Membership Council
- Professional Development Committee
- Vanguard Council

Resolution of Resignation

- Northern Illinois AHU
- Southern Utah AHU

MOTION: Kelly Fristoe made a motion to approve Consent Agenda B.

Discussion: Pat Burns requested that Terry Allard from Alaska be added to the LPRT Committee and Sue Wakamoto from California be added to the Vanguard Council as Region 8 representatives.

Karen Kirkpatrick requested that Guadalupe Bruneman from Florida (to serve as Region 5’s representative) and Jeanne Embry from Michigan (to serve as Region 3’s representative) be added to the Professional Development Committee. In doing so the names of Susan Rider and Michelle Howe would be removed from this Professional Development Committee list.

Jessica Watts stated that her name was included on the Professional Development Committee by mistake and that her name needed to be removed from the list and replaced by Jessica Waltman.

Mike Deagle requested that Chad Schneider be added to the Vanguard Council as a Region 3 representative.

These changes were made to the respective committee lists.

MOTION: The motion passed unanimously

Finance Report (*Eugene Starks*)

- NAHU May 2018 Financials were presented and there were no questions.
- Finance Committee Minutes – July 9, 2018
- Approval of Finance Committee recommendation for 2019 Budget Protocol for National Committee Reimbursements.

MOTION: Eugene Starks made a motion to accept the May Financial Report.

MOTION: The motion passed unanimously

Finance Committee DISCUSSION:

Treasurer Eugene Starks reported that the staff and committee chairs should be in receipt of budget template and budget calendar by now so that they can be preparing budget items for the budget meeting in September.

Eugene discussed that the Finance Committee discussed preparing benchmark criteria and being able to announce that at Cap Conference 2019 as it relates to the inflationary dues increase. Eugene also mentioned that the committee discussed that more detailed financials need to be disclosed on the website to create more transparency to the membership.

Eugene also reported that the Finance committee approved the new committee reimbursement model. Finance Committee Member Alycia Riedl described the details of the reimbursement model and answered questions/concerns.

MOTION: Eugene Starks made a motion to approve the Finance Committee Minutes from July 9th, 2018 and to also approve the Finance Committees Protocol for National Committee Reimbursements.

MOTION: The motion passed unanimously.

RVP Report (*Paige Phillips*)

Region 5 VP Paige Phillips reported the discussion topics that took place from the RVP meeting held on June 22nd, 2018. Items discussed were Regional Leadership Conferences and how to improve on them as well as details of the RVP manual for the new incoming Regional VPs. There were no conclusive outcomes from that discussion on the Regional Leadership Conference item.

CEO Report (*Janet Trautwein*)

CEO Janet Trautwein suggested that the RVPs review the invitation materials that Erica Hain uses to promote her Regional Leadership Conference.

Janet also reported that NAHU is looking at upgrading the database and other technological items so that there is an increased communication and other improved capabilities.

Janet reported on the item that California AHU brought up during town hall issue about a proposed association name change. She thinks that the advice and assistance she has provided them will alleviate this issue going forward.

She is also having conversations with AHIP and others regarding how Medicare agents have to take the Medicare course each year and ways that NAHU can help be a resources to make this process easier and better for the Medicare Agent.

Janet reported on the development of a monthly chapter leadership call, the September topic will address chapters administrative issues.

Janet discussed convention sites for 2020 and going forward. Nashville is not an option due to the Music Awards being held at that time. Proposals were provided for Chicago and Miami for 2020 and 2021 respectively for convention sites.

MOTION: Mike Embry made a motion to have the 2020 NAHU Convention in Chicago at the Hyatt Regency Chicago.

MOTION: The motion passed unanimously

Janet informed the board that member Rick Rebel has stage four bone cancer.

Strategic Discussion and New Business:

Membership – Rusty turned the floor over to Michelle Howard to discuss membership growth. Michelle Howard discussed the Membership Council’s plan for growth. Rusty asked and encouraged all board members to strive to be a Triple Crown member and work hard toward recruiting members.

Professional Development - Rusty turned the floor over to Karen Kirkpatrick to report on the Professional Development Committee. Karen reported that she has communicated with her committee members and is forming subcommittees within her committee based on their talents and interests. The subcommittees are classified as “Speakers Bureau”, “Medicare” and “Certifications”.

Legislation – Rusty turned the floor over to Nick Moriello to report on the Legislative Council. Nick reported that the Leg Council had not yet officially met. The first meeting will be in August. They are currently forming all of the working groups (committees of members within the Legislative Council). Chris Hartmann discussed legislative items that are occurring at the present time (HIT Tax and Cadillac Tax delay, and Navigators involvement in Short Term Plans and Association Health Plans). Marcy Buckner discussed working with CMS in efforts to communicate and provide direction on these items.

President Rusty Rice took the floor and discussed the fact that he would like for us all to consider the open exchange of ideas as it relates to kicking off projects and moving away from the status quo. These ideas will be addressed and a part of our board packet for the next meeting.

Rusty thanked Janet and staff for the work what he has witnessed. Rusty expressed that he was unaware of all the high level things that Janet and staff do on a daily basis and has asked Janet to be prepared to present “A Day in the Life of Janet Trautwein” so that we can get a better glimpse of how valuable she is to the NAHU family.

Motion for Adjournment

Erica Hain made a motion to adjourn

President Rice adjourned the meeting at 5:30 p.m. EDT

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Respectfully submitted,
Kelly Fristoe
NAHU Secretary



NAHU Board of Trustees Meeting Agenda

Monday, July 16, 2018

Zoom Video Conference Call

4:00-5:30 p.m. EDT

NAHU'S MISSION STATEMENT

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Call to Order & Reading of Antitrust Statement* (*Rusty Rice*)

Roll Call of Attendees (*Kelly Fristoe*)

Approve Agenda (*Rusty Rice*)

Consent Agenda A (*Rusty Rice*)

BoT Meeting Minutes – June 26, 2018

EC Meeting Minutes – July 9, 2018

Consent Agenda B (*Rusty Rice*)

Approve Committee members

- Awards Committee
- Chapter and Leadership Development Committee
- Legislative Council
- LPRT Committee
- Media Relations
- Membership Council
- Professional Development Committee
- Vanguard Council

Resolution of Resignation

- Northern Illinois AHU
- Southern Utah AHU

Finance Report (*Eugene Starks*)

- NAHU May 2018 Financials
- Finance Committee Minutes – July 9, 2018
- Approval of Finance Committee recommendation for 2019 Budget Protocol for National Committee Reimbursements.

RVP Report (*Paige Phillips*)



CEO Report (*Janet Trautwein*)

Strategic Discussion

- **Membership**

Motion for Adjournment

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NAHU Board of Trustees Meeting Agenda

Sheraton at Crown Center - Chouteau B

Tuesday, June 26, 2018, 11:30 a.m. - 1:00 p.m. CT

Call to Order & Reading of Antitrust Statement (*Rusty Rice*)

Roll Call of Attendees (*Secretary*)

Approve Agenda (*Rusty Rice*)

President's Remarks (*Rusty Rice*) – 10 Minutes

- Welcome New BOT Members
- 2018-2019 BOT & EC Calendar
- Changes to the BOT meeting format
- Changes to the HUPAC and Vanguard Committee Chairs
- Agency Dues Task Force
- Regional Realignment Task Force
- Futures Group Task Force
- Governance Committee Appointments

Team Exercise (*Rusty Rice*) – 30 Minutes

Budget Preparation (*Eugene Starks, Jennifer Murphy*) – 20 Minutes

- Approval of Finance Committee
- Budget Meeting Preparation

Open Discussion

Motion for Adjournment

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NAHU Executive Committee Meeting

Tuesday, July 9, 2018

Meeting called to order at 4:00 P.M. EDT by Rusty Rice

Roll Call

Attendees:

President, Rusty Rice
President Elect, Pat Griffey
Vice President, Dane Rianhard
Secretary, Kelly Fristoe
Immediate Past President, Mike Embry
NAHU Executive VP & CEO, Janet Trautwein

Staff: Brooke Willson, Jennifer Murphy

Absent: Treasurer, Eugene Starks

President Rice presented the agenda.

Pat Griffey made a motion to approve the agenda.

There was discussion as to how to formalize this meeting regarding the agenda and minutes.

The motion passed unanimously.

Executive Committee Member Board Prep

Committee Alliance – President Rice discussed how all the committees need to work together and the importance of the committees (committee chairs) working together to achieve goals and eliminate duplication of efforts.

Agency Task Force Update

Pat Griffey reported on the dilemma in scheduling date/time for conference calls as to not conflict with other committee calls. Pat reported that she wants to focus on a single item and not multiple items – revenue model vs number of members and type of members.

Jennifer Murphy mentioned that the Finance Committee had their conference call today and they will report on a few calendar changes on the next board call.

CEO Report

Janet Trautwein reported that she had a conversation with California AHU regarding the House of Delegate issue regarding association name change. She reported that a solution is being discussed that will work for them. Janet discussed more information pertaining to the Agency Task Force and Principal's Council as it relates to how we've created another path to leadership in this association.

Open Discussion

President Rice reported on all the notes from the BOT meeting in Kansas City and how he would like for the board to continue to expand on all these great ideas. It was discussed that it is appropriate for these items to be pushed to the respective committees for working on further.

President Rice expressed that he wants to continue to have great idea sharing at future meetings.

Motion for Adjournment

Pat Griffey moved to adjourn the meeting

President Rice adjourned the meeting at 5:06 p.m. ET

Respectfully submitted,
Kelly Fristoe
NAHU Secretary



COMMITTEE

Awards Committee
 Awards Committee
 Awards Committee
 Awards Committee
 Awards Committee
 Awards Committee
 Awards Committee
 Awards Committee
 Awards Committee
 Awards Committee
 Awards Committee

FULL NAME

Luann S. Yarberry, LUTCF,CIC,ACSR
 Ms. Rosanne Wolfe, RHU, REBC
 Ms. Michele Dilanni Gentile
 Judy Levine
 Kathleen M. Goffer
 Victoria A. Major-Bell, LUTCF,LPRT
 Ms. Krista Palmer, SGS
 Rebecca Ann Kanoza, RHU, REBC
 Patricia Mihalyi-Stiffler
 Ms. Joy K. Gardner, LUTCF
 Eugene Starks
 Brooke Willson

POSITION

CHAIR
 VC
 1
 2
 3
 5
 6
 7
 8
 ATLAR
 ECLIAISON
 STAFF



CHAPTER & LEADERSHIP DEVELOPMENT

<u>COMMITTEE</u>	<u>FULL NAME</u>	<u>POSITION</u>
Chapter Leadership & Development Committee	Arthur James Accardo, CDHC	CHAIR
Chapter Leadership & Development Committee	Cerrina Jensen, CHRS, CBC, LPRT	VC
Chapter Leadership & Development Committee	Julie A. Jennings, RHU,LIA,CLTC	1
Chapter Leadership & Development Committee	David A. Cagliola	2
Chapter Leadership & Development Committee	William J. Barrett, CLU, ChFC	3
Chapter Leadership & Development Committee	Christine McPike	4
Chapter Leadership & Development Committee	Donna D. Hill, FLMI	5
Chapter Leadership & Development Committee	Ms. Denise S. Villagran, MBA	6
Chapter Leadership & Development Committee	Tamara P. Kennedy	7
Chapter Leadership & Development Committee	Emma M. Passe	8
Chapter Leadership & Development Committee	Louis P. Reginelli, RHU	ATLAR
Chapter Leadership & Development Committee	Dane Rianhard	ECLIAISON
Chapter Leadership & Development Committee	Brooke Willson	STAFF



LEGISLATIVE

<u>COMMITTEE</u>	<u>FULL NAME</u>	<u>POSITION</u>
Legislative Council	Mr. Nicholas A. Moriello, RHU	CHAIR
Legislative Council	Mrs. Jessica J. Watts, CEBS, PHR	VC
Legislative Council	Scott Wham	2
Legislative Council	Michele Thornton	3
Legislative Council	Kate Banchy	4
Legislative Council	Kenneth Thomas Stevenson, CPCU	5
Legislative Council	Mr. Wesley J. Watkins, MBA, CBC, REBC	6
Legislative Council	Jennifer Liane Farrell	7
Legislative Council	Heidi J. Sterner, PAHM, LPRT	8
Legislative Council	Greg Stancil	SIT
Legislative Council	Barbara Ann Gerken	SIT
Legislative Council	Ross Carmichael	SIT
Legislative Council	Danielle Capilla	SIT
Legislative Council	Gary Cox	EBWG
Legislative Council	Jesse D. McDonald	INDWG
Legislative Council	Mr. R. Brent Lamon, RHU, CLTC	LTCWG
Legislative Council	Annette Bechtold	EX-OFF
Legislative Council	Allison James	STAFF



<u>COMMITTEE</u>	<u>FULL NAME</u>	<u>POSITION</u>
LPRT Committee	Michael A. Gomes	CHAIR
LPRT Committee	Valerie Lynn Cramer, RHU	VC
LPRT Committee	Thomas Spreitzer	SIT
LPRT Committee	Mr. Robert J. Tierney	SIT
LPRT Committee	David Mordo	SIT
LPRT Committee	Tiffany Stiller	SIT
LPRT Committee	Ms. Monique E. Hahn	SIT
LPRT Committee	Mrs. Yun M. Chalif	SIT
LPRT Committee	Doris Waller, SGS	SIT
LPRT Committee	Kelly Don Fristoe, LUTCF, SGS	ECLIAISON
LPRT Committee	Brooke Willson	STAFF



MEDIA RELATIONS

- Chair – Meg McComb
- Vice Chair – Suzy Alberts
- Reg. 1 – Vacant
- Reg. 2 – Deb Stocks
- Reg. 3 – Lee Nathans and Rick Notter
- Reg. 4 – Chad Lewis
- Reg. 5 – Chrissy Yelverton
- Reg. 6 – Emily Bremer and Andrew Pearson
- Reg. 7 – Danine Baca
- Reg. 8 – Naama Pozniak
- Social Media Chair – Dawn McFarland
- Media Militia Chair – Craig Gussin
- Advisors – Neil Crosby and Marilyn Stenger
- Staff Liaison – Kelly Loussedes



MEMBERSHIP

COMMITTEE

Membership Council
 Membership Council
 Membership Council
 Membership Council
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 Membership Council

FULL NAME

Michelle S. Howard
 Mr. Kevin Trokey
 Mr. David C. Smith
 Kirsten Tudman
 Joseph Torella
 Ingrid L. Martin, HIA,GBA,CEBS
 Mr. Brian K McPike, RHU
 Mr. Wayne S. Sakamoto
 Doris Waller, SGS
 Ryan Heider
 Jolene Bryant
 Joshua Haberman
 David M. Sherrill
 Ms. Astrid C. Mussiett, GBDS
 Joni Robin Reents
 Mr. Keith Wallace
 Eugene Starks
 Illana Maze
 Ulla Boshigt

POSITION

CHAIR
 VC
 MEM MGR
 RMC1
 RMC2
 RMC3
 RMC4
 RMC5
 RMC6
 RMC7
 RMC8
 RET4
 RET5
 RET6
 RET7
 RET8
 ECLIAISON
 STAFF
 STAFF



PROFESSIONAL DEVELOPMENT

COMMITTEE

Professional Development Committee
Professional Development Committee
Professional Development Committee
Professional Development Committee
Professional Development Committee
Professional Development Committee
Professional Development Committee
Professional Development Committee
Professional Development Committee
Professional Development Committee
Professional Development Committee
Professional Development Committee
Professional Development Committee
Professional Development Committee

FULL NAME

Ms. Karen L. Kirkpatrick
Jill L. Pedersen, REBC
Julie A. Jennings, RHU,LIA,CLTC
Susan M. Rider, MS, ACA, ASF, CSFS
Eric Kohlsdorf
Michelle C. Howe
Amy Perry, SGS
Mrs. Connie Puett
Kelly E. Pastore
Judy Anne Johnson, MHP, RHU, REBC
Yolanda Marie Webb, CHRS
Mrs. Jessica J. Watts, CEBS, PHR
Kathy Ferguson
Dane Rianhard

POSITION

CHAIR
VC
1
3
4
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8
ATLAR
ATLAR
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ATLAR
ECLIAISON



VANGUARD

COMMITTEE

Vanguard Council
Vanguard Council
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Vanguard Council
Vanguard Council
Vanguard Council

FULL NAME

Crystal Hoffman, SGS
Mark Fox, BAM
Jesse D. McDonald
Ashleigh Karen Shipe
Jennifer Leigh Lowery
Josh Campfield
Danne Reents
Kelly Don Fristoe, LUTCF, SGS
Illana Maze
Ms. Alexandra Bishop

POSITION

CHAIR
VC
1
2
5
6
7
ECLIAISON
STAFF
STAFF

July 2, 2018

Dear Janet,

The Northern Illinois AHU chapter has voted to dissolve and to move all members to the Chicago Northeastern IL AHU.

The membership has voted and I have attached an excel file of those that responded. I did not receive any "no" votes. I further am forwarding a copy of the announcement and request to vote.

Although we are closing, we are in fact "reorganizing" as one chapter with the goal to continue holding member meetings a few times per year at the same location.

It makes all the sense to blend these two chapters into one, as we were only a few miles apart with a common goal.

Further, once things settle down CNIAHU will investigate a new chapter name that more appropriately reflects the geography of the membership.

Janet, we look at this as a smart business decision and will continue to grow membership as one organization.

Once, our bank accounts are balanced, we will issue remaining funds to ISAHU.

Please let me know if you need me to do anything further.

Thanks.

Best,

Karen Knippen Loeb
Past President, Northern IL AHU

Cc: BWillson

Resolution of Resignation

June 6, 2018

As a result of a vote recently taken of the members of the Utah AHU Southern Chapter whereby 75% voted in the affirmative regarding closure of the chapter, we issue this Resolution of Resignation declaring the Utah AHU Southern Chapter officially closed.

Audra Smith
2017-2018 President, UT Southern AHU

National Association of Health Underwriters
BALANCE SHEET
May 31, 2018

	This Year	Last Year	Variance	% Increase(Decrease)
ASSETS				
CURRENT ASSETS				
Operating Cash and Cash Equivalents	723,255.45	417,294.91	305,960.54	73.32%
Accounts Receivable, Net	243,462.91	521,870.36	(278,407.45)	-53.35%
Prepaid Expense	136,908.40	161,424.23	(24,515.83)	-15.19%
Note Receivable	2,500.00	2,500.00	0.00	0.00%
Total Current Assets	1,106,126.76	1,103,089.50	3,037.26	0.28%
SHORT TERM INVESTMENTS, at Fair Value				
Operating Investments	0.00	367,847.34	(367,847.34)	-100.00%
Federal Legislative Defense Fund Investments	0.00	236,554.50	(236,554.50)	-100.00%
Total Short Term Investments	0.00	604,401.84	(604,401.84)	-100.00%
LONG TERM INVESTMENTS, at Fair Value				
Equity Securities	1,679,690.99	1,832,379.73	(152,688.74)	-8.33%
Total Long Term Investments	1,679,690.99	1,832,379.73	(152,688.74)	-8.33%
PROPERTY AND EQUIPMENT, at Cost				
Office Furniture and Equipment	380,011.09	325,321.09	54,690.00	16.81%
Leasehold Improvements	460,953.93	460,953.93	0.00	0.00%
Less: Accumulated Depreciation & Amortization	(580,853.33)	(473,952.98)	(106,900.35)	22.56%
Total Property and Equipment	260,111.69	312,322.04	(52,210.35)	-16.72%
LONG TERM ASSETS				
Intangible Assets-REBC Designation	50,000.00	50,000.00	0.00	0.00%
Total Long Term Assets	50,000.00	50,000.00	0.00	0.00%
DEPOSITS				
Note Receivable	37,161.60	37,161.60	0.00	0.00%
	2,500.00	2,500.00	0.00	0.00%
TOTAL ASSETS	3,135,591.04	3,941,854.71	(806,263.67)	-20.45%
LIABILITIES AND NET ASSETS				
CURRENT LIABILITIES				
Accounts Payable and Accrued Expenses	73,171.60	209,145.23	(135,973.63)	-65.01%
State and Local AHU Dues Payable	177,042.17	172,461.65	4,580.52	2.66%
Deferred Revenue - Membership	1,737,249.31	1,895,853.90	(158,604.59)	-8.37%
Deferred Revenue - Conferences	50,300.00	25,000.00	25,300.00	101.20%
Total Current Liabilities	2,037,763.08	2,302,460.78	(264,697.70)	-11.50%
LONG TERM LIABILITIES				
Deferred Rent Obligation	226,184.93	246,474.07	(20,289.14)	-8.23%
Deferred Tenant Allowance	154,749.34	200,041.78	(45,292.44)	-22.64%
Total Long Term Liabilities	380,934.27	446,515.85	(65,581.58)	-14.69%
TOTAL LIABILITIES	2,418,697.35	2,748,976.63	(330,279.28)	-12.01%
NET ASSETS				
Net Assets, Beginning of Year	377,656.74	772,731.01	(395,074.27)	-51.13%
Current Year Activity	339,236.95	420,147.07	(80,910.12)	-19.26%
TOTAL NET ASSETS	716,893.69	1,192,878.08	(475,984.39)	-39.90%
TOTAL LIABILITIES AND NET ASSETS	3,135,591.04	3,941,854.71	(806,263.67)	-20.45%



Finance Committee Teleconference

Date: July 9, 2018

MINUTES

1. Roll Call
Present: Eugene Starks, Dane Rianhard, Alycia Riedl, Ray Magnuson, Jill Pederson, Jessica Watts, Janet Trautwein, Jennifer Murphy
Excused: Kevin Trokey
2. Approve Agenda - Motion was made by Ray, second by Jill and the motion carried.
3. Comments and discussion concerning the monthly financial report
May 2018 Financial Statements & Trend Analysis – the committee reviewed the statements and analysis and discussed any questions. Motion to accept the financials as presented was made by Ashley, second by Ray and the motion carried.
4. Subcommittee to Review Financials on Website – the committee was asked to make recommendations for members to serve and will be finalized next month.
5. Subcommittee to Develop Benchmark Report - the committee was asked to make recommendations for members to serve and will be finalized next month.
6. Brief Overview of 2019 Budget Process – Jennifer reviewed the budget process for this year. It was discussed that we want to make it easier for the board members to know what is in the accounts and what changes have been made.
7. Review 2019 Budget for National Committee Reimbursements – Alycia explained the process for determining the reimbursements for next year. A motion to approve the new schedule was made by Alycia, second by Ashley and the motion carried. The full board will vote on the motion at their July meeting.
8. New Business – the committee discussed the importance of the communication going out to all members be positive and highlight the new and exciting improvements to membership.
9. Adjourn

	2018				2019					
	Cap Con	totals	Annual	totals	Cap Con	totals	Annual	totals		
legislative comp registration	10		10		16		16			
vice chair (1)	\$1,000	\$1,000	\$550	\$550	\$0.00	\$0.00	\$0.00	\$0.00		
committee (15)	\$1,000	\$15,000	\$0	\$0	\$0.00	\$0.00	\$0.00	\$0.00	20%	\$18,000
membership comp registration	10		10		17		17			
vice chair (1)	550	550	550	550	\$0.00	\$0.00	\$0.00	\$0.00		
committee (16)	550	4,400	550	4,400	\$0.00	\$0.00	\$0.00	\$0.00	20%	\$18,000
profess develop comp registration	2		10		16		16			
vice chair (1)	550	550	1,000	1,000	\$0.00	\$0.00	\$0.00	\$0.00		
committee (15)	550	3,850	550	4,400	\$0.00	\$0.00	\$0.00	\$0.00	20%	\$18,000
chapt leader comp registration	10		10		12		12			
chair and vice chair (2)	1,000	2,000	1,000	2,000	\$0.00	\$0.00	\$0.00	\$0.00		
committee (10)	550	4,400	550	4,400	\$0.00	\$0.00	\$0.00	\$0.00	12%	\$11,000
awards comp registration	0		10		0		11			
chair and vice chair (2)			550	1,100	\$0.00	\$0.00	\$0.00	\$0.00		
committee (9)			550	4,400	\$0.00	\$0.00	\$0.00	\$0.00	7%	\$6,500
LPRT comp registration	0		2		0		9			
chair & vice chair (2)			550	1,100	\$0.00	\$0.00	\$0.00	\$0.00		
committee (7)					\$0.00	\$0.00	\$0.00	\$0.00	7%	\$6,500
media comp registration	1		1		0		13			
chair and vice chair (2)	550	550	550	550	\$0.00	\$0.00	\$0.00	\$0.00		
committee (11)					\$0.00	\$0.00	\$0.00	\$0.00	7%	\$6,500
vanguard comp registration	2		2		0		10			
chair and vice chair (2)					\$0.00	\$0.00	\$0.00	\$0.00		
committee (8)					\$0.00	\$0.00	\$0.00	\$0.00	7%	\$6,500
totals	35	32,300	55	24,450	61	0.00	104	0.00	100%	\$91,000
Annual Total		90	56,750			165	0.00			

	Comps	Travel	Total
2018	45,000	56,750	#####
2019	0	0	0

90% of 2018 91,575

REGIONAL RVP Report- July 2018

Paige Phillips

The RVP's met face to face at Annual convention.

We went in depth review of the current RVP manual which took up the majority of the meeting and went over a few minor changes that Brooke will update in the manual for future use.

We also discussed the Regional Leadership meetings and decided at the present time to leave them as is and up to each individual RVP if they would like to combine with adjoining regions or hold them singular in each region



NAHU Executive Committee Meeting

Monday, August 13, 2018

Meeting called to order at 4:00 P.M. EDT by NAHU President Rusty Rice.

NAHU'S VISION STATEMENT

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

Call to Order and Reading of Antitrust Statement

Rusty Rice, without objection, waived the reading the antitrust statement.

Roll Call (*Kelly Fristoe*)

Attendees:

President Rusty Rice
President Elect Pat Griffey
Vice President Dane Rianhard

Treasurer Eugene Starks
Secretary Kelly Fristoe
Immediate Past President Mike Embry
NAHU Executive VP & CEO Janet Trautwein

Staff:

NAHU CFO Jennifer Murphy

Brooke Willson

Adoption of Agenda

MOTION: Mike Embry made a motion to approve the agenda as presented.

The motion passed unanimously

EC Member Committee Update (*Rusty Rice*)

There was nothing remarkable to report on any committee activity.

Budget Meeting Prep (*Eugene Starks*)

Eugene Starks discussed the timeline and review of submitted items in preparation for the budget meeting in September.

Agency Task Force Update (*Pat Griffey*)

Pat Griffey described several details regarding the transition timeline and tier levels of agency membership.

Pat also discussed bringing back NAHU Bucks that can be used as credits for membership services.

CEO Report (*Janet Trautwein*)

Janet Trautwein reported items that are being put in the budget (technology, etc.) for membership purposes. Another item will be called NAHU TV that allow for content and training “channels”. These items allow us to measure our marketing instead of tracking it manually (as is the current situation). Another item has to do with

vendors (convention vendors vs ad sales). In relation to getting sponsors, who should be doing it and who gets what (money) tied to getting the sponsor (earmarked for the committee vs. general fund).

Open Discussion

Rusty Rice reminded everyone of the Triple Crown Challenge and all board members being Triple Crown by September 1st, 2018.

Rusty suggested that we not have EC meetings when we are scheduled to have “in person” board meetings (Budget Meeting, Cap Conference, Annual Convention).

President Rice adjourned the meeting at 4:53p.m. EDT

***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.

Respectfully submitted,
Kelly Fristoe
NAHU Secretary



AWARDS

Chair: Luann Yarberry
EC Liaison: Eugene Starks
Month: August

The Awards Committee meet in July and August and currently:

1. All awards are being reviewed for updates.
2. The Public Speaking award has been reviewed by our committee
3. Guidebook was updated and posted on the website

The Vanguard Committee has been asked to give input on the Emerging Leader Award.



CHAPTER & LEADERSHIP DEVELOPMENT

Chair: Arty Accardo

EC Liaison: Dane

Month: August 2018

Committee Priorities

1. Committee Communication: Between the committee chairs and the chapters and the RVPs. How do we communicate to get the best results?
2. Communication plan: Follow up with the information/ sharing of the information with the leaders/chapters who need it most, What's the communication tree look like. We Would like the vice chairs of all the national committees to be a voice on the task force
3. Chapter Certification Program: Re branding to align with its purpose

Leadership Forum at Capitol Conference we are discussing the structure of that day. General idea is to have short learning pods with participant interaction and open discussion for each learning topic. The topics will move from the basic nuts and bolts and running of a chapter to higher level leadership and mentoring all culminating with the ever so popular open forum. We hope to have representatives from each of the committees (subject matter experts) lead the learning pods.

We are establishing 4 task forces to streamline the accomplishment of our priorities:

1. Regional Leadership Communications task force
 1. Develop a written plan of action detailing the flow of communication and types, methods and people
 2. Pilot this written plan
 3. Evaluate and rework program as needed
2. Communication plan task force
 1. Develop a written plan detailing the flow of communication and what channels of communication can be used
 2. Pilot this written plan
 3. Evaluate and rework program as needed
3. Tools & Resources task force
 1. Compile and evaluate current tools and resources
 2. Update, repackage and re brand these tools
 3. Collaborate on development of new tools and resources
 4. Maintain a written list of all tools and resources
4. Chapter Certifications task force

1. Evaluate current program and determine if it accomplishes the goals of NAHU
2. Suggest changes to enhance and realign the program
3. Re brand and pilot test the program



2018-2019 NAHU Education Foundation Board

- Alan Katz - Chair
 - Bill Stafford
 - Christine LaVacca
 - Christine Nyquest
 - David Fear
 - John Nelson
 - Mark Gaunya
 - Tom Harte
 - Ryan Thorn
 - Rusty Rice – NAHU President
-
- Janet Trautwein (Staff)
 - Jennifer Murphy (Staff)



GOVERNANCE

Chair: David Smith
Board Liaison: Pat Griffey
Month: August 2018

On August 2, 2018, Governance held its monthly conference call and discussed its plans for the 2018-19 committee year. This was our second call, after a brief call to do introductions in July but without any substantive outcome.

Restructuring Organization of NAHU P&P's:

There are currently about 60 P&P's, which have all been reviewed in the past three years. However the latest version may not be up on the website and there are many different sunset dates. In response to Mr. Rice's request, Governance will be looking into grouping P&P's into different categories (e.g. operational, Board, Committees, Miscellaneous). We will also propose a P&P to formalize the Secretary's responsibility to make sure they are up to date and posted correctly on the website. Instead of the current piecemeal approach to sunseting, the proposal reorganization would have an entire category (or two) to sunset at the same time. There would be an index to refer to original P&P number and for ones that belong in multiple categories.

David Mordo will be working on the first draft of the new structure. We will create a folder with all of the current P&P's in it along with a document for the new structure. Mordo should have something out by the end of next week so we can look at the draft structure the beginning of September and then present to the full board. The board typically begins the review of the sunseting P&P's in November.

Board Training:

There is a mechanism in place for everyone to watch the Prezi on board training. We will have a way to verify if everyone has completed the training soon. The committee is going to create a brief quiz to ensure everyone understands the key concepts. David has created a presentation for the state and local chapters and has given it at several regional/chapter meetings. We will include this information in the end of September call with the chapter presidents. (One note: following the training in Region III on Monday, June 6, two slides were added to discuss HUPAC and the Education Foundation's connections to NAHU.)

Benchmarking for Reporting Back to Membership

Some members from the Finance and Governance committees will form a working group to determine the benchmarking we will use to report back to the membership in relation to the

condition on the automatic dues increase. Once that is complete, the working group will work on how the financial statements will be presented on the website.

2020 Strategic Plan Status. Governance has been assigned two tasks for 2017. Here is the status on each one:

Action	Notes
Make recommendations on improvements and additions to board training	Completed
Make recommendations on changes to P&Ps and policy procedures	

Our calls are on the first Thursday at 11:30 am ET.



HUPAC

Chair: Steve Selinsky

Board Liaison: Rusty Rice

Month: August , 2018

The HUPAC Board will hold our first meeting with new board on Monday, August 13th.

- Very close to hitting our 1 million dollar mark for this election cycle. Should hit it by August 24th! This is the earliest we have ever hit this target, usually it would be closer to November. This was also supposed to be a year where we may not have hit it, so huge thanks to all the HUPAC Board, staff and all our HUPAC Contributors!!!!!!
- Setting goals for each region
- Anthony sent out our latest email blast request talking about how close we were to hitting \$1 million mark and it generated over \$3000 in 90 minutes.
- Arranging for our contributors to deliver checks in district during August recess.
- HUPAC was well represented at all the regional meetings

Looking forward to hearing how many new contributors our NAHU President picked up at the regional meetings and his travels , along with new supporters from the BOT.



LEGISLATIVE

Chair: Nick Moriello
EC Liaison: Pat Griffey
Month: August 2018

The Legislative Council held its first meeting of the current NAHU year on Tuesday, 8/7/18. Here are the updates from that call and the Council overall:

- The final rule regarding short term duration plans was released from the Administration. Highlights include allowing plans to last for 364 days, and they may be renewed at the insurance carrier's discretion for up to 36 months. We put out a statement to all members regarding this rule, did a special podcast regarding the rule, and included information in the Washington Update on 8/3/18.
- The NAIC met and discussed Association Health Plans (AHPs) and short term duration health plans. The consensus amongst Commissioners seemed to be a desire for consumer protections.
- NAHU is considering creating a chart to help Insurance Commissioners and States comparing old AHPs vs. new (and possibly a similar chart to help with short term plans)
- NAHU sent a letter to CMS regarding Navigators and the statements made by the Administration encouraging Navigators to discuss short term plans. The letter highlighted that Navigators are only trained to work with Marketplace plans.
- The House passed a bill doubling the amounts that can be contributed to HSAs, but it didn't expand what the dollars could be used to pay for. The House also passed a delay of the HIT tax, but it's unlikely the bill will pass through the Senate.
- The House might have an "employer week" in September, which could focus on the Cadillac tax and/or employer reporting issues.
- The bill in the House related to the Opioid Epidemic included a "pay for" that forces coverage for End State Renal Disease onto the employer plan for an additional 3 months. This could add \$47,000 to an employer plan per ESRD patient.
- NAHU is developing talking points for members to use for meetings with members of Congress when on recess and back in their home state.
- The LC has 5 working group sub-committees. Each is focusing on one to three items to achieve during the course of this year. Here are the working groups:
 - Employer Working Group: looking into forming a sub-committee on Association Health Plans to include members from EWG, Individual Working Group, and Cost Containment Group. Also working on Electronic Distribution resources for states/members, and best practices from state laws towards balance/surprise billing
 - Medicare Working Group: focusing on holding summits during the year throughout the country
 - Individual Working Group: focusing on finalizing a white paper/position paper regarding the individual market, and also focused on compensation reductions/fee charging for agents servicing this market

- Long Term Care Working Group: focused on sharing best practices from Maryland Task Force to increase awareness and availability of LTC products.
 - Cost Containment Working Group: possible focus on Value Based Payment plans, and education for our members.
- The Legislative Council also has Regional Liaisons for all 8 regions and focuses on having State Legislative Chairs update the live on-line document tracking state issues and sharing resources for issues that might have already been experiencing in another state. The liaisons also bring to the LC's attention any matters of urgent importance for the overall LC to discuss and/or be aware of.



LPRT

Chair: Michael Gomes
EC Liaison: Kelly Fristoe
Month: August

We had our first committee call on July 20th that served as an opportunity for all members to introduce each other and for each of us to know what our committee objectives and roles are.

Our goals for 2018/2019 are simple (and still somewhat evolving). For now, we are focused on bringing greater awareness and brand recognition to LPRT. To accomplish that, we first must ensure that the programs we are providing to our members are timely and relevant to their needs. In other words, we must bring value.

Our next meeting is August 16th and each member was tasked to give some thoughts to our annual session at Cap Conference, our Luncheon program at the Annual Convention and our Social/Networking Event at the Annual Convention. During that meeting we will discuss what we need to do to provide content that meets the needs of our members. This is especially important as we continue to seek feedback as to how successful we have been over the last year in transitioning from the Platinum Advisor Summit and Soaring Eagle Symposium to today's current programs.

Before our initial meeting, I circulated a draft of a Power Point that helps to describe who LPRT is and the value of membership. The intent is to have each of the Regional Liaisons use it to speak at State and Chapter meetings. I asked for comments which have been received and a second version has now been circulated for discussion on the 16th.

By far the overwhelming number of comments were regarding the post application process. It is clear we need to do a better job in communicating the timeline of what happens after your application is accepted and when rewards will be received. This will be on top of our "to-do" list for 2019.

In addition to further discussion of our annual events at our August meeting, our agenda will include the following topics as these also generated significant comments from my Power Point:

- Number of Qualifying Categories
- Carrier Rep and Management Membership Criteria
- The Value of LPRT
- Lifetime Membership

Our current Power Point describes today's membership benefits. My question for the committee has been – are these compelling enough to grow membership? And that question isn't just for an entry level category but what drives an LPRT qualifier to strive to be a Soaring Eagle. I am hopeful to begin to have some answers in future BOT reports.



MEDIA RELATIONS

Chair: Meg McComb
EC Liaison: Pat Griffey
Month: August

I am pleased to report that all eight regions now have Media Relations chairs! Region One was the last hold-out. Thanks to the hard work of Co-Chair Suzy Alberts, that position was just filled. Regional chairs are urged to contact state and local chapters, as only 97 local chair positions have been filled out of 220.

We had our first MRC call in July. The majority of regional chairs are new to Media Relations, so it is critical to equip them with training and tools, to pass along at the state and local level. We discussed the following MRC vision for 2018-2019:

The central job of a NAHU Media Chair is to share the good news about agents: we are an irreplaceable component of health care in America. When we're faced with shrinking commissions and escalating compliance mandates, we need to draw upon our personal treasure chest of client testimonies. Agents' timely assistance literally changes--even saves--lives. Agents don't just collect a paycheck, we are first responders in any health care crisis our client family faces.

Every message that comes from a Media Chair this year must reflect Neil Crosby's brilliant four word axiom, "Agents are the answer". MRC regional chairs will communicate our intrinsic message to their respective state and local Media Chairs. We must remind fellow agents *why* we serve, to motivate them to spread the word throughout the communities where they live and work-- through print, broadcast, and social media.

Our first training webinar, "Media Relations 101", will be on Wednesday, August 22 at 1 pm EST/10 am PST. All local and state MRC chairs, as well as NAHU members at large, are invited to join this webinar, to learn how to access and utilize the invaluable media tools NAHU provides.

SOCIAL MEDIA: NAHU leadership from Vanguard, Legislation, and Media Relations committees are joining in 2018-2019 to strategically push out "one message". Just as NAHU members respond rapidly to Operation Shout campaigns, we are creating the same turnkey habit for regularly messaging "with one voice" through social media. NAHU members nationwide will copy and distribute the selected message through their preferred social media platform. Kelly Loussedes and Social Media Chair Dawn McFarland are developing the content and scheduling of this mass messaging campaign, for final approval by the combined leadership taskforce.

Media Militia Chair Craig Gussin is working with Suzy Alberts, to develop a series of training webinars specific to media outreach.



MEMBERSHIP

Chair: Michelle Howard

EC Liaison: Eugene Starks

Month: August

- President's Triple Crown challenge
 - Putting together the commitment letter for the BOT
 - Working on tracking mechanism
 - Working on communicating the challenge to local and state boards
 - Extra awards points – meet with CEO & awards chair
 - Ordered 15-year qualifier pins – Platinum level
- Demo – nFusz
 - Interactive video technology - communication/recruitment tool
 - Communicate campaigns
 - Send recruitment action items – videos and other links
- Started our Council calls
 - Not represented: Regions 2, 3
 - RVPS - we need retention chairs for Regions 1, 2 & 3
 - We need representation on the monthly council call
- Discussed membership focus with MMT
 - Marketing plan
 - Improved communications
 - Agency Membership
 - Membership subcommittees – Encouraging the fun
 - Mechanics – strategic planning, training, recruitment and retention activities, retention
- June official membership numbers were communicated to the board and council on July 15th. They are posted to the website. We lapsed 356 members in June. July numbers will be posted next week.



PROFESSIONAL DEVELOPMENT

Chair: Karen Kirkpatrick
EC Liaison: Dane Rianhard
Month: August

Kick off for the incoming PDCs included one on one phone call with Karen Kirkpatrick covering their passions, initiatives within chapters and industry talents. The first PDC monthly call agenda included 2018-2019 overall agenda and a communication plan from the national leadership to state/local chapters. .

Monthly PDC calls are the 4th Monday at 4:00pm ET

Certifications. All courses go under review annually and determined if updates are needed. Those currently in progress with creative, production updates or new development:

- CDHC
- Voluntary Worksite
- The Landscape of Healthcare Reform
- Advanced Benefit Account Manager
- Benefit Account Manager
- Medicare

REBC Designation 20k plus student records acquired by the American College for RHU, REBC and ChHC graduates along with NAHU REBC graduates will be up for renewal 12/31/2018. Notifications have been sent to graduates and will begin receiving automated notifications 90 days out from expiration. NAHU Student Services continue assisting graduates with online self reporting Continuing Professional Credits (CPCs). Opportunities for members to earn CPCs at no charge – Compliance Corner, NAHU Live, Annual Convention, Capitol Conference and ABS CPC Quizzes. Earned CE credits approved by state DOIs also apply.

National Speakers Bureau Recommendation has been made by the PDC regarding search functions, web page flexibility (hyperlinks) and incentivizes chapters to place bureau on state web pages. Staff is currently reviewing capabilities with vendor supporting the old features operating under the current website.

Medicare – work plan to build upon Medicare Extreme programming for annual convention and procure \$50,000 sponsorship.

Certifications – work plan to establish award criteria and over all communication campaign.



VANGUARD

Chair: Crystal Hoffman

EC Liaison: Kelly Fristoe

Month: July 2018

7/10/18 – Held committee conference call with National and Regional VC chairs.

7/16/18 – Updated Vanguard Council 5 year plan, to be reviewed and finalized during August conference all.

7/25/18 – Participated in national conference call regarding new awards criteria.

7/26/18 – Crystal Hoffman and Mark Fox recorded VC Chair description webinar, to be posted on NAHU website.

National Association of Health Underwriters
BALANCE SHEET
June 30, 2018

	This Year	Last Year	Variance	% Increase(Decrease)
ASSETS				
CURRENT ASSETS				
Operating Cash and Cash Equivalents	532,097.69	611,997.26	(79,899.57)	-13.06%
Accounts Receivable, Net	332,633.81	487,477.75	(154,843.94)	-31.76%
Prepaid Expense	55,492.68	70,605.41	(15,112.73)	-21.40%
Note Receivable	2,500.00	2,500.00	0.00	0.00%
	-----	-----	-----	-----
Total Current Assets	922,724.18	1,172,580.42	(249,856.24)	-21.31%
SHORT TERM INVESTMENTS, at Fair Value				
Operating Investments	0.00	317,694.03	(317,694.03)	-100.00%
Federal Legislative Defense Fund Investments	0.00	236,384.82	(236,384.82)	-100.00%
	-----	-----	-----	-----
Total Short Term Investments	0.00	554,078.85	(554,078.85)	-100.00%
LONG TERM INVESTMENTS, at Fair Value				
Equity Securities	1,688,096.91	1,818,865.72	(130,768.81)	-7.19%
	-----	-----	-----	-----
Total Long Term Investments	1,688,096.91	1,818,865.72	(130,768.81)	-7.19%
PROPERTY AND EQUIPMENT, at Cost				
Office Furniture and Equipment	380,011.09	360,321.09	19,690.00	5.46%
Leasehold Improvements	460,953.93	460,953.93	0.00	0.00%
Less: Accumulated Depreciation & Amortization	(591,405.12)	(482,228.95)	(109,176.17)	22.64%
	-----	-----	-----	-----
Total Property and Equipment	249,559.90	339,046.07	(89,486.17)	-26.39%
LONG TERM ASSETS				
Intangible Assets-REBC Designation	50,000.00	50,000.00	0.00	0.00%
	-----	-----	-----	-----
Total Long Term Assets	50,000.00	50,000.00	0.00	0.00%
DEPOSITS	37,161.60	37,161.60	0.00	0.00%
Note Receivable	2,500.00	2,500.00	0.00	0.00%
	-----	-----	-----	-----
TOTAL ASSETS	2,950,042.59	3,974,232.66	(1,024,190.07)	-25.77%
	=====	=====	=====	=====
LIABILITIES AND NET ASSETS				
CURRENT LIABILITIES				
Accounts Payable and Accrued Expenses	634,793.70	744,709.00	(109,915.30)	-14.76%
State and Local AHU Dues Payable	142,860.22	187,435.87	(44,575.65)	-23.78%
Deferred Revenue - Membership	1,649,907.69	1,903,707.14	(253,799.45)	-13.33%
Deferred Revenue - Conferences	17,500.00	10,000.00	7,500.00	75.00%
	-----	-----	-----	-----
Total Current Liabilities	2,445,061.61	2,845,852.01	(400,790.40)	-14.08%
LONG TERM LIABILITIES				
Deferred Rent Obligation	223,800.41	245,754.57	(21,954.16)	-8.93%
Deferred Tenant Allowance	150,974.97	196,267.41	(45,292.44)	-23.08%
	-----	-----	-----	-----
Total Long Term Liabilities	374,775.38	442,021.98	(67,246.60)	-15.21%
	-----	-----	-----	-----
TOTAL LIABILITIES	2,819,836.99	3,287,873.99	(468,037.00)	-14.24%
NET ASSETS				
Net Assets, Beginning of Year	331,293.69	772,731.01	(441,437.32)	-57.13%
Current Year Activity	(201,088.09)	(86,372.34)	(114,715.75)	132.82%
	-----	-----	-----	-----
TOTAL NET ASSETS	130,205.60	686,358.67	(556,153.07)	-81.03%
	-----	-----	-----	-----
TOTAL LIABILITIES AND NET ASSETS	2,950,042.59	3,974,232.66	(1,024,190.07)	-25.77%
	=====	=====	=====	=====



Finance Committee Teleconference

Date: August 13, 2018

MINUTES

1. Roll Call

Present: Eugene Starks, Dane Rianhard, Alycia Riedl, Ray Magnuson, Jill Pedersen, Kevin Trokey, Jessica Watts, Ashley Kapostins, Jennifer Murphy

Excused: Janet Trautwein

2. Approve Agenda - Motion was made by Alycia, second by Ray and the motion carried.

3. Comments and discussion concerning the monthly financial report
June 2018 Financial Statements & Trend Analysis – the committee reviewed the statements and analysis and discussed any questions. Motion to accept the financials as presented was made by Kevin, second by Ashley and the motion carried.

4. Subcommittee to Develop Benchmark Report – Mike Deagle is going to chair this subcommittee and the other members are Alycia Riedl, Beth Ashmore and Dane Rianhard. They will meet shortly and report back at the next meeting.

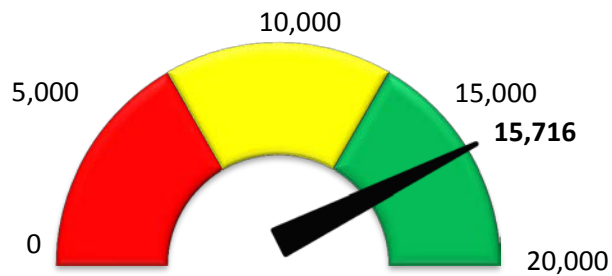
5. New Business – Eugene and Jennifer gave an update on the progress of the 2019 budget.

6. Adjourn

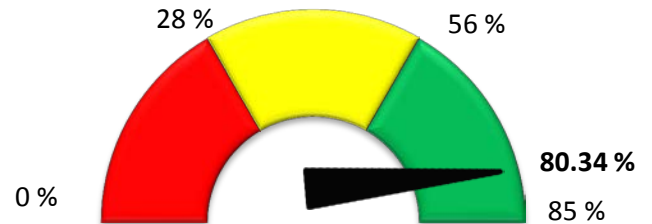


NAHU BOARD OF TRUSTEES KEY INDICATORS REPORT JUNE 2018

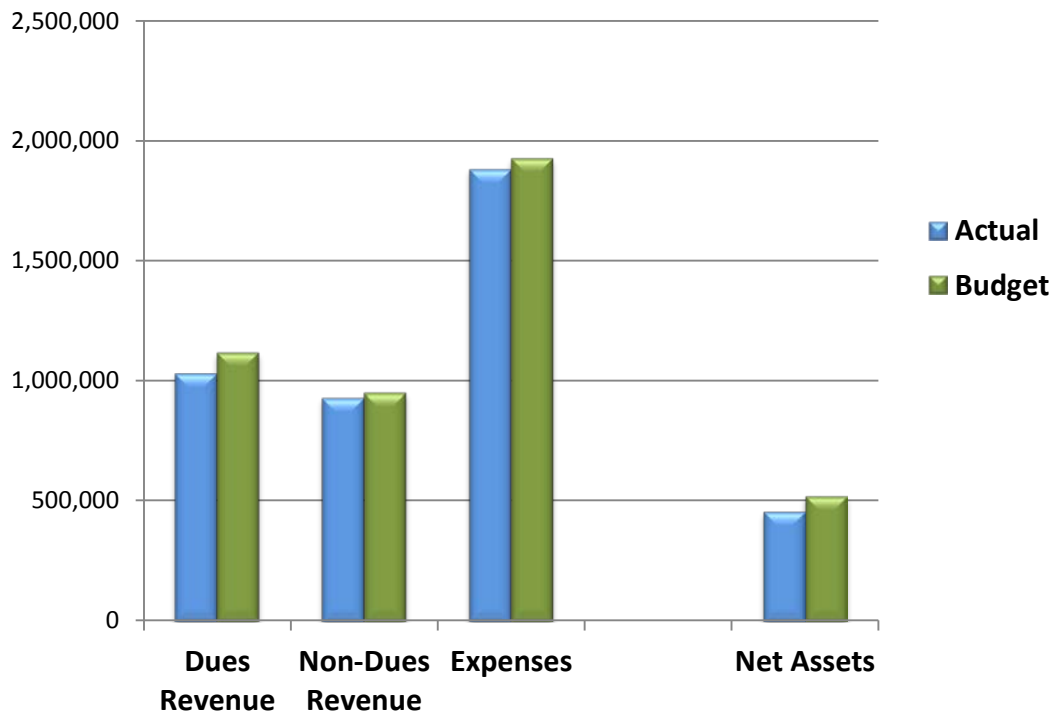
MEMBERSHIP



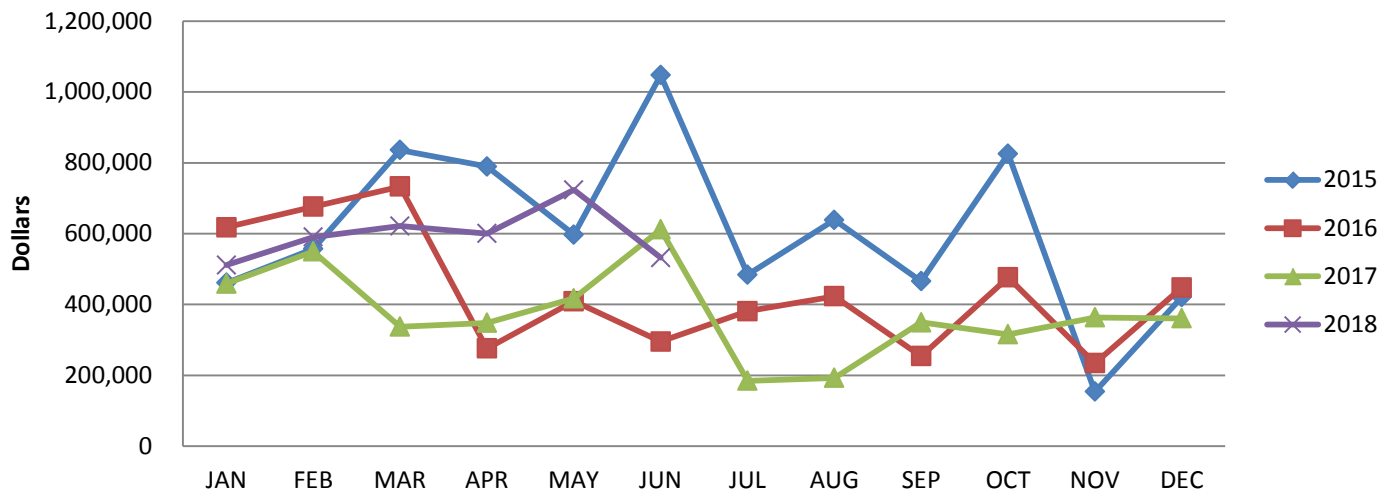
RETENTION



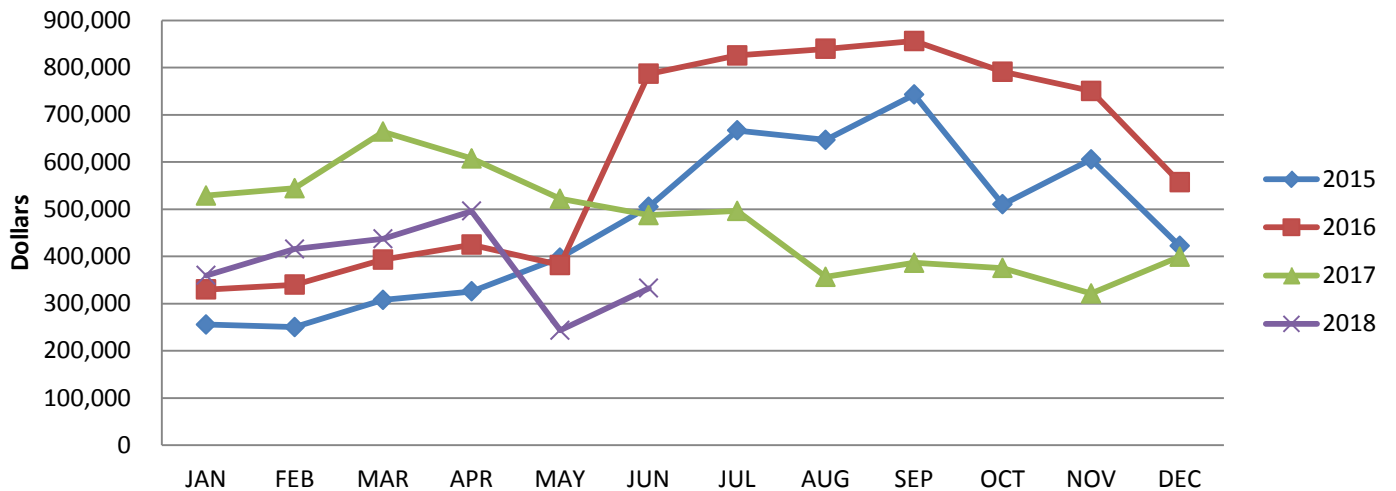
2018 TOTAL FINANCIAL RESULTS



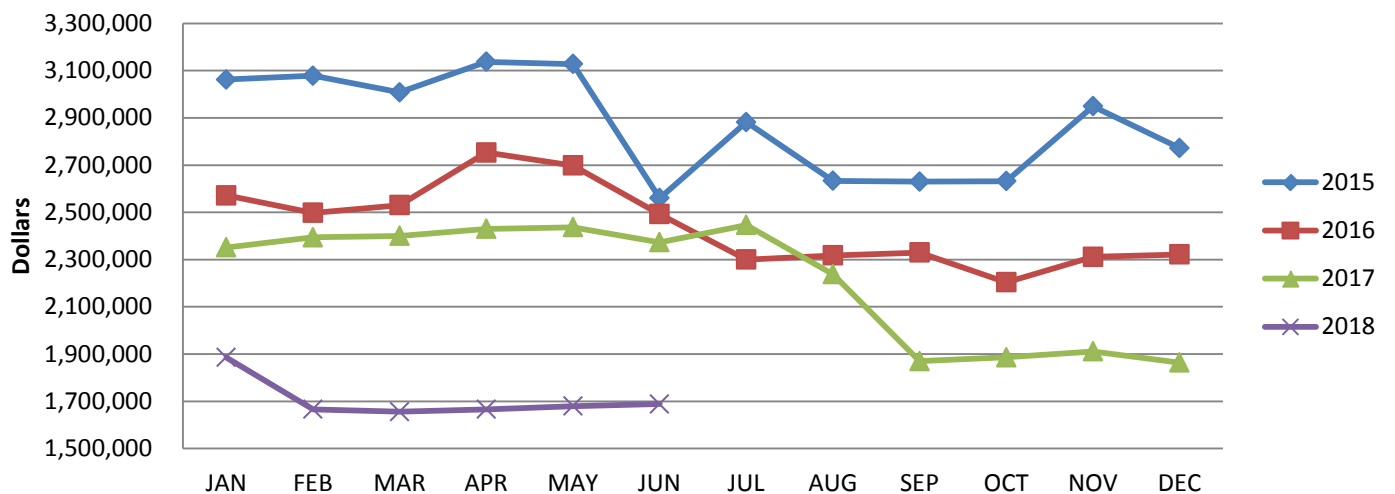
CASH



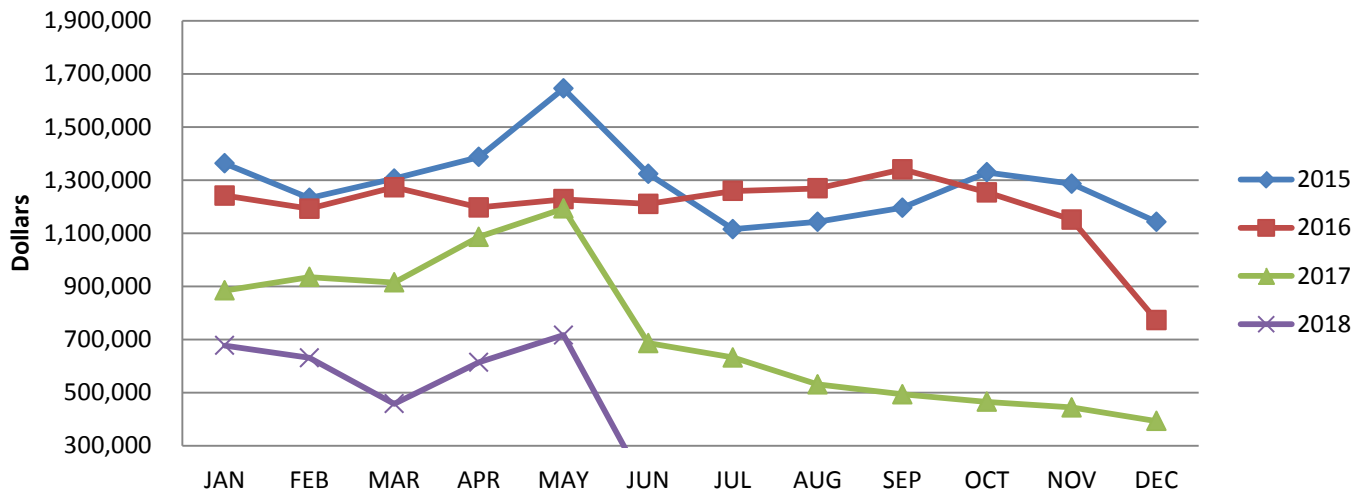
ACCOUNTS RECEIVABLE



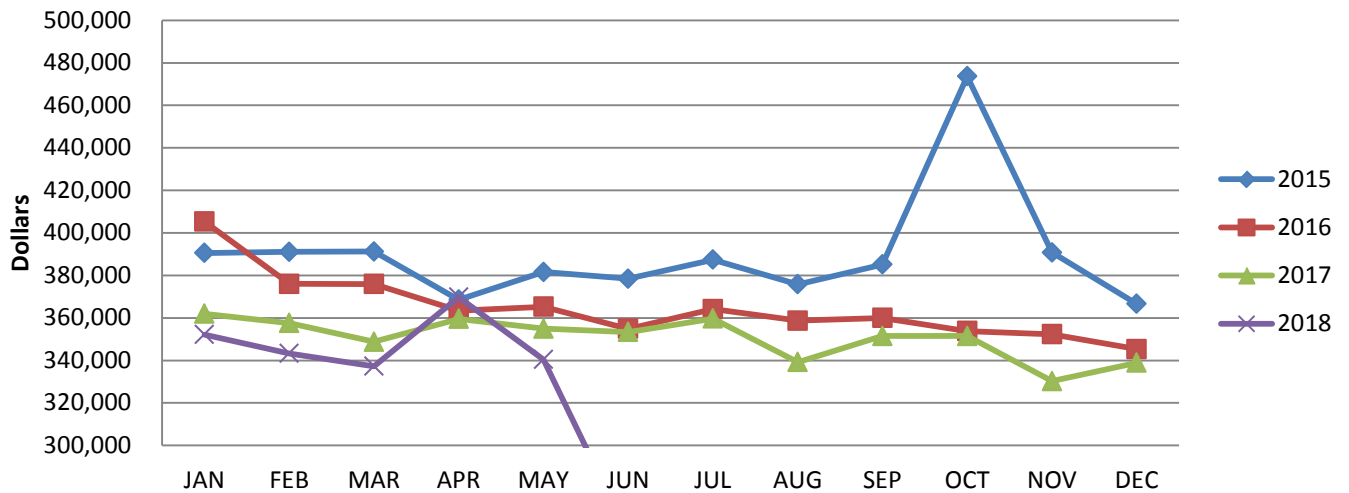
INVESTMENTS



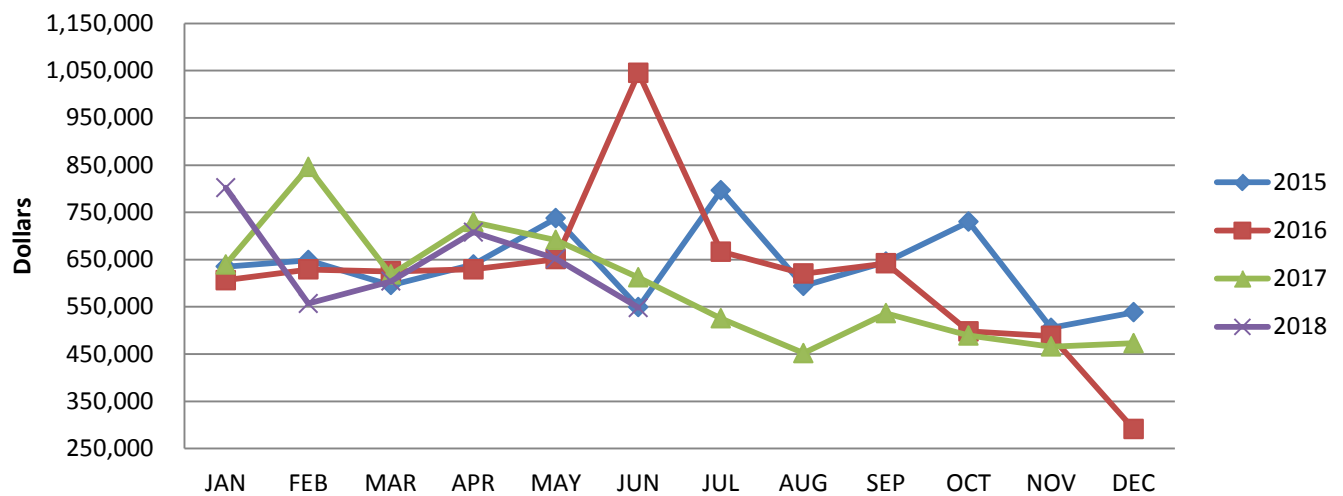
NET ASSETS



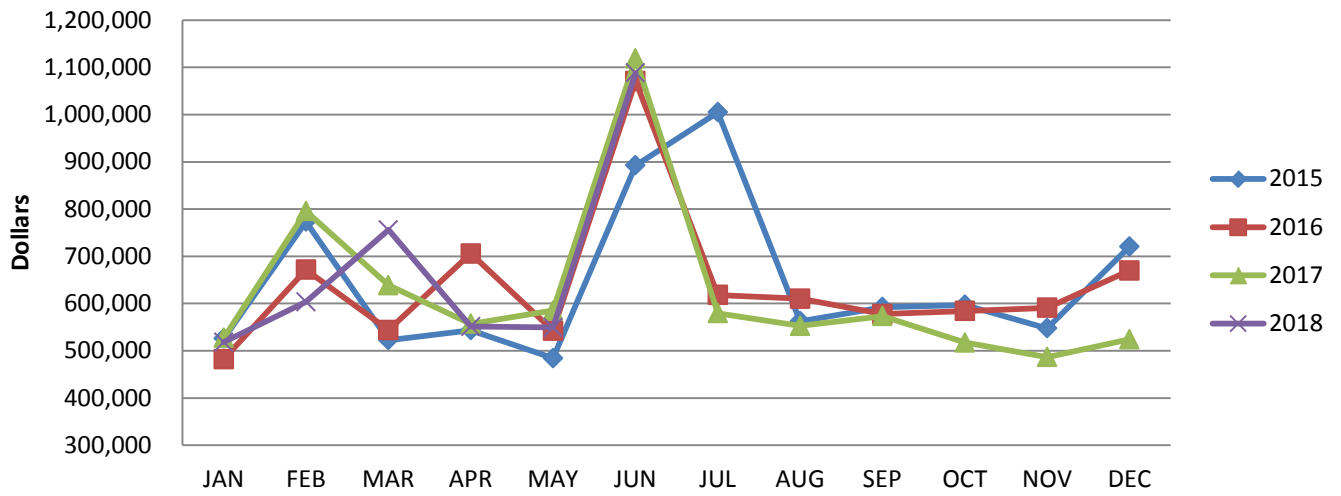
DUES



TOTAL REVENUE



TOTAL EXPENSES



2018-2019 BoT Open Discussion Items

Task	Committee	Notes	Due Date	Outcome
Every BOT member will be a Triple Crown Recipient	Membership	To promote the same within our chapters	6/30/2019	In process - staff is putting together the information which will be available soon.
Create a "how to run a strategic Planning Session" training model	Chapter Development			We have this already from our Chapter Leadership and Development Committee. However, we are reviewing all of the CLD tools and adding video and/or audio segments to make them more user-friendly.
Develop Standards for valuating a business (calculating EBITDA)				We have done this session at convention and are locating the slides from it as well as determining if it has already been recorded.
Develop Chapter Standard Operating Procedures				Our CLD committee has this. We are updating all of these resources and adding video/audio components - this is already in progress.
Establish Bench Mark Criteria for annual inflationary dues increase				Our Finance Committee is working on this.
Removal of the word Underwriters from the NAHU name	BOT	To be discussed at Cap Conference strategic planning session in 2019		We have met with the California chapter and offered an alternative that is already viable without a bylaws change. At this time we think this will address their needs but we will make sure this is the case after a few months time.
Establish Training criteria for chapter Treasurer				Jennifer has one of these sessions and is expanding it for use by CLD committee.
Scholarship program for young members (new to the industry) who may struggle to pay annual dues	Membership & Chapter Development			Strongly recommend very careful look at this with recommendation NOT to implement. Chapters who have done this by creating an associate member level rarely recruit these individuals to full membership.

2018-2019 BoT Open Discussion Items

Task	Committee	Notes	Due Date	Outcome
Create a communication piece for the membership regarding the dues increase	Janet Trautwein			We are including language that explains there has been an increase in several strategic locations but not a separate piece that calls attention to it. A separate piece places too much emphasis and has an apologetic tone that defeats the purpose. We have created Q & A if people ask questions and will distribute to board and staff.
Create a PPT, Prezi or Webinar for board positions to assist those not able to attend the regional meetings				Inprocess for all positions in video, written and powerpoint format.
Create a program to assist chapters with developing a business and strategic plan.				See above regarding strategic planning.
Create Sub-Committee to determine committee reimbursement schedule				This has been done and approved by board.
Explore the possibility of putting training on-line with the learning platform that NAHU uses for on-line certification courses. Utilize the testing program to ensure that individuals have the basics of each position that they are handling for NAHU. This would enable NAHU to track which state and local chapter board member actually put forth the effort to understand the basic training for the job, and to allow the local chapter Presidents / State or Regional leadership, as well as the specific committees to know who still needs attention. This would include some basic testing to pass the "certifications".				We are exploring another avenue that will achieve this objective and also allow us to house all types of videos in one location.

2018-2019 BoT Open Discussion Items

Task	Committee	Notes	Due Date	Outcome
"Save a Chapter Program" Work on support of failing chapters with NAHU resources, in response to the dues increase and the related conversation at the House of Delegates.				We have a save a chapter program in place already and will update that program as needed. Staff is working with RVPs regarding struggling chapters and additional assistance that might be helpful from the national level.



2018-2019 NAHU Education Foundation Board

- Alan Katz - Chair
 - Bill Stafford
 - Christine LaVacca
 - Christine Nyquest
 - David Fear
 - John Nelson
 - Mark Gaunya
 - Tom Harte
 - Ryan Thorn
 - Rusty Rice – NAHU President
-
- Janet Trautwein (Staff)
 - Jennifer Murphy (Staff)