



MINUTES OF THE 2018 NAHU HOUSE OF DELEGATES

Minutes Tuesday, June 25, 2018 NAHU National Convention House of Delegates

1. The meeting was called to order by President Mike Embry at the Sheraton at Crown Center, Kansas City, Kansas, at 1:02 p.m. EDT.
2. Motion: (*Eugene Starks*) To adopt the Credentials Report. Adopted as follows:
 - Board of Trustees: 17
 - NAHU Past Presidents: 13
 - Delegates of State and Local Associations: 325
 - TOTAL VOTING STRENGTH: 355
3. President Embry declared a quorum established according to the bylaws.
4. Standing Rules
 - Motion (*Mike Embry*): To waive the reading of the standing rules of order.
 - Discussion: none
 - Status: Adopted
5. Standing Rules
 - Motion (*Mike Embry*): To adopt the proposed standing rules of order as printed.
 - Discussion: none
 - Status: Adopted
6. Agenda
 - Motion (*Mike Embry*): To adopt the proposed agenda.
 - Discussion: none
 - Status: Adopted
7. 2017 House of Delegates Minutes (*Eugene Starks*) The minutes of the 2017 HOD have been approved by the Board of Trustees.
8. Report of the Nomination Committee (*Jim Stenger*)
 - President-Elect – Pat Griffey
 - Vice President – Dane Rianhard
 - Treasurer – Eugene Starks
 - Secretary – Kelly Fristoe



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- Region 2 Vice President – Erica Hain
- Region 4 Vice President – Alycia Riedl
- Region 6 Vice President – Ed Oleksiak
- Region 8 Vice President – Jolene Bryant and Patrick Burns

There were no nominations from the floor.

8. Election for Region 8 Vice President Ballot #1

- Ballots were received and the polls were opened.
- When all who wished to vote had done so, Mike Embry declared the polls closed.
- Jolene Bryant appointed Terry Allard as her Observer.
- Patrick Burns appointed Stephanie Berger as his Observer.
- The Elections Committee retired to count the votes while the meeting continued.

9. 2018 Report of the Board of Trustees.

Informational report of the Board of Trustees (*Eugene Starks*) The report had been discussed throughout the convention and there was nothing additional to report.

- Request for questions: None.

10. Report on Financials (*Dane Rianhard*)

NAHU

- Assets: \$ 3,096,997
- Liabilities: \$ 2,719,340
- Revenues: \$ 7,093,531
- Expenses: \$ 7,488,605
- Net Assets (Reserve Balance): \$377,657

EDUCATION FOUNDATION

- Assets: \$ 74,712
- Liabilities: \$ 12,691
- Revenues: \$ 27,871
- Expenses: \$ 107,085
- Net Assets (Reserve Balance): \$ 62,021

HUPAC

- Assets: \$ 463,597
- Liabilities: \$ 28,221
- Revenues: \$ 786,084
- Expenses: \$ 593,125
- Net Assets (Reserve Balance): \$ 435,376



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11. Proposed Dues Increase (2)

- Motion: (*Eugene Starks on behalf of the Board of Trustees*)
The Board of Trustees recommends a dues increase of \$60 in 2019. If adopted, the amended dues increase will become effective January 1, 2019.
- Status: The dues increase was adopted by a majority vote
- Motion (*Eugene Starks on behalf of the Board of Trustees*)
The Board of Trustees recommends a second dues increase of \$8 per year starting in 2020, and increasing \$8 annually thereafter. If adopted, the amended dues increase will become effective January 1, 2020, and each subsequent January 1 thereafter.
- Status: The second dues increase was adopted by a majority vote
- On behalf of the Board of Trustees the following proviso was adopted by majority vote:
The annual increase shall be subject to review by the House of Delegates every three years, based on benchmarks established by the NAHU Board of Trustees. These benchmarks shall be monitored by staff an the Finance Committee, and a report shall be provided to members at the Capitol Conference preceding the House of Delegate review

12. New Business

- Motion (*Ryan Dorigan, Orange County AHU president*) proposed the amendment of Article VI, Section 6. It currently reads:

Section 6. An association, after becoming a chartered member, may incorporate subject to the approval of the Board of Trustees, but only by the name designated in its charter: " Association of Health Underwriters." Associations may choose to use the suffix "America's Benefits Specialists", or "city/state Benefits Specialists". Associations shall agree, as a condition precedent to incorporation, that it will as an incorporated body abide by the Bylaws of NAHU then in force or thereafter adopted or amended from time to time.

Ryan proposes the following amendment:

ARTICLE VI, Section 6. An association, after becoming a chartered member, may incorporate subject to the approval of the Board of Trustees, ~~but only by the name designated in its charter:~~ " Association of Health Underwriters." Associations



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may choose to use the suffix "America's Benefits Specialists", or "city/state Benefits Specialists". Associations shall agree, as a condition precedent to incorporation, that it will as an incorporated body abide by the Bylaws of NAHU then in force or thereafter adopted or amended from time to time.

The president requested that Dorothy Demarest, PRP, should make the ruling on the proposed motion. Ms. Demarest stated that the NAHU Bylaws had specific rules for offering a bylaw amendment without pre-notice before the House of Delegates. These rules had not been followed and therefore the bylaw amendment was not in order. She noted that a motion to refer would be in order and suggested the following language which Ryan Dorigan agreed to make:

Moved (*Dorigan*) to refer the proposed bylaw amendment to the Board of Trustees to review and consult with legal counsel and then to make a recommendation to the 2019 House of Delegates.

- Discussion: there was discussion three in favor, three in opposition.
- Status: The referral failed, by a regional headcount:
 - Region 1: In Favor of – 12, Opposed – 0
 - Region 2: In Favor of – 4, Opposed – 13
 - Region 3: In Favor of – 24, Opposed – 56
 - Region 4: In Favor of – 0, Opposed – 9
 - Region 5: In Favor of – 17, Opposed – 23
 - Region 6: In Favor of – 11, Opposed – 51
 - Region 7: In Favor of – 8, Opposed – 16
 - Region 8: In Favor of – 45, Opposed – 30
 - Past NAHU Presidents: In Favor of – 13, Opposed – 0
 - Final count: In Favor of – 135, Opposed - 198

13. Election Committee Report Ballot #1 for Region 8 Vice President

- Qualified voters..... 76
- Legal ballots cast..... 76
- Illegal ballots rejected 0
- Number of votes necessary to elect 39
- Candidate Jolene Bryant received..... 25
- Candidate Patrick Burns received 51

14. Declaration of Elections (*Mike Embry*)

- President-Elect – Pat Griffey
- Vice President – Dane Rianhard



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- Treasurer – Eugene Starks
- Secretary – Kelly Fristoe
- Region 2 Vice President – Erica Hain
- Region 4 Vice President – Alycia Riedl
- Region 6 Vice President – Ed Oleksiak
- Region 8 Vice President – Patrick Burns

15. Presentation (*Jim Stenger*) of a Past President's Pin to Mike Embry.

16. Presentation of the Board of Trustees gift to President Mike Embry.

17. Remarks of the outgoing President (*Mike Embry*).

18. Swearing in (*Mike Embry*) of Rusty Rice as the 2018-2019 NAHU President.

19. Introduction (*Rusty Rice*) of 2018-2019 NAHU Slate of Officers, Board and others giving their Pledge to the Membership and taking the Oath of Office.

- President-Elect – Pat Griffey
- Vice President – Dane Rianhard
- Treasurer – Eugene Starks
- Secretary – Kelly Fristoe
- Immediate Past President – Mike Embry
- Region 1 Vice President – Michael Grinnell
- Region 2 Vice President – Erica Hain
- Region 3 Vice President – Mike Deagle
- Region 4 Vice President – Alycia Riedl
- Region 5 Vice President – Paige Phillips
- Region 6 Vice President – Ed Oleksiak
- Region 7 Vice President – Ray Magnuson
- Region 8 Vice President – Patrick Burns
- Legislative Council Chair – Nick Moriello
- Membership Council Chair – Michelle Howard
- Professional Development Committee Chair – Karen Kirkpatrick
- CEO/EVP – Janet Trautwein

20. President Rusty Rice adjourned the meeting sine die at 3:17 p.m. EDT.

Eugene Starks, 2017-2018 NAHU Secretary



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APPROVED BY _____: (INITIALS OF SECRETARY _____) DATE: _____