

UAHU Board Meeting
August 12, 2014

In Attendance: Dave Mortensen, Rick Martin, Martine Smith, Lloyd Coleman, Lynn Strate, Bob Larson, Mike Sontag, Janica Blackhurst, Tammy Jensen, (Kaelyn Spencer, Brett Neville, Patty Adams, Adrianna Piziak (by phone))

Action Items: Brett – Martine needs an updated expired member list. Lloyd will work on putting together a committee for Communications and Media Relations. Kaelyn and Sandee will put together a financial report on Souther Chapter finances.

Dave Mortensen – President

Welcomed all. Had a fun Strategic Planning meeting at Craig Symes' cabin at Bear Lake. Has everyone review minutes from that meeting. Rick motioned to approve, Brett seconded, all approved.

35 people registered for Educational Seminar on Monday. Not as many as expected and one session will not be approved for CE. We talked to Michael at the State and the type of business is not insurance so won't be approved. Brett sent out a blast email to his contacts about the meeting. Patty suggested that the recertification may be a draw even though with some complaints. Holding it in August to try to free up time for the 4th quarter busy season.

Is October through January too long to not have any meetings for UAHU – will we lose some interest or momentum? New reporting forms for ACA could be a draw. Patty would be willing to find a speaker and venue for early/middle October. IHC meetings are in late September and October 1st Ogden, SLC on the 8th – will discuss some ACA. Brett will email some info on private exchanges. Patty, please look at availability for Oct. or November – just a lunch meeting. If Doty is full, may be able to look at St. Mark's. Patty is sending emails.

Everyone in the exchange has to update APTC (advanced premium tax credit). Passive renewal – but APTC must be revalidated or the insured will not receive a tax credit for 2015.

Lynn Strate – Treasurer

Passed out budget vs actual and balance sheet. Board will work on adjusting the budget to what we may expect. It currently takes past years and averages.

Patty Adams – Professional Development

Sales Congress moved to May. Shooting for the Tuesday after Mother's Day. Have CE lunches planned. Will get Patty to email me the list. List is attached.

Patty received a response to her email during the meeting and October 17th – Friday East Auditorium open all day.

Martine Smith – Executive Director

Sales Congress – any suggestions for venue? Colorado used a museum and saved a bunch and made \$20k over projected. Noah's was suggested by Janica – not enough room for exhibitors.

Josh Schreiber, Mike Sonntag - Legislative

Anti-inducement/rebating laws are common in most states. Kaiser and Dunnigan discussed the intent of the law. Agents can take clients for marketing. Cannot buy services for a client. When does it actually become a kickback. Department asked for specifics from the agents in general. They have the manpower but don't have the clients who have come forward to give evidence. Zenefits website offers services for free – they still have to have a client to come forward. Dunnigan is going to redo the law. What happens when the going rate becomes free? Crux is market value.

Should the Board come up with suggestions to get to Dunnigan? If you have information – they want it. Repercussions – revoking licenses was discussed by the Insurance Department.

Medicaid expansion – still a struggle/no solution.

Political donations – Mike needs the HUPAC checks. Is there any issue with combining the checks with NAIFAs. Almost the same list. We should probably consider combining with them with other things too. Mike will ask NAIFA too.

Golf tournament – have to pay for golf – but it doesn't go to any candidate. \$400 thing and a \$1000 check for the governor. Past Presidents are golfing. How do we budget this? And where does it come from HUPAC or Operating funds?

Dunnigan would like a Board approval on commission disclosure. Small group and individual gone. Rick motioned to support the law for Jim, Bob Johnson seconded. All approved. Lloyd would be concerned if there was a likelihood that agents would be exposed as trying to hide commission.

Passed out the invested account information.

Adrianna and Brett – Retention & Membership

Took list of 8000 agents and did a blast. 35% undeliverable but did get a couple new applications. Needs access to ecommerce. Martine sent names so just call National. Adrianna will forward the new apps to National. Brett has access – Adrianna doesn't – ecommerce.

Now have on our website a pdf version of the member directory. It is outdated but will allow us to send a notice out asking for updates and also an email to those lapsed and ask them to renew to stay on the list. Hoping it will encourage renewal because they can be found by the public looking for an agent.

Martine needs a list of expired updated – Brett will get it to her.

Tammy Jensen – Awards Chair

Good to go – Lynn has gotten board minutes, Clair has gotten Legislative, Adrianna has copied Tammy on outbound emails on membership, so things are going well.

Rick will reach out to some members for Communications/Media Chairs. Lloyd has spoken to Raina Simmons on Communications would help with the blog. Could we recruit someone from Buckner? Sue Eves was suggested. Let Lloyd work on putting together a committee. Lloyd will Chair and put together a committee.

Kaelyn Spencer – Southern Chapter Report

3 hour ethics CE – had about 16 attend. Paid the speaker's expenses. It was requested that Southern Chapter send Dave and Martine a financial report for Southern Chapter. Sandee will help with that.

Next meeting will be a Board Meeting after Region VII. Can we make sure CE lunches can be recorded so we can rebroadcast.

Bob Larsen – Northern Chapter

Tuesday will rebroadcast just the dental from Monday's Salt Lake City CE meeting. Bob will come down and record it. What time is the dental? Need to get the time of dental to Bob.