

## General Board Meeting

10/10/17

Craig Paulson, Rob Sautter, Todd Valentine, Bart Tapp, Martine Smith, Tina Davis, Tenton Olson, Steve Nielsen, Justin Bendler, Crystal Cowley, Brian Christiansen, Tracie Smith, Beverly Holloway, Keren Leonardi, Mike Sonntag, Adriana Piziak

Excused – Lynn Strate

- No meeting in November 2017
- Next meeting 12/12/2017
- Reading of Anti-Trust Statement by Craig

Exec minutes approved – Craig/ Trenton

Gen minutes approved

- Craig meeting with Mike Sonntag CMS and DOI investigating change on paying commissions for Sep. enrollment
- DOI to continue investigation with carriers
- No carrier has been profitable on IND plans since 2014
- Discussion of IND products available for 2018, including increases and off exchange silver plan options.
- Announced future retirement/transition for Martin summer 2018
- Overview of Craig's editorial in sl trib.

## Awards – Beverly

Any movement on re-writing by-laws

Martine to work on by-laws update, website updates

- We have new award requirements
  - Notify assoc. about Craig's editorial operation engage
  - Need to appoint an education foundation champion
    - Forth Street Clinic – Bart
    - Craig made a motion to appoint Bart as education foundation champion, second by Crystal
- Appoint Bart as education lead
- Martin to follow up on education foundation
  - component on pass submission compliance
- Beverly to email Bart info on education foundation
- Promote BMD – brokers making a difference
- Rob to share a client letter for BMD

Adriana – Presidential Citation

- Making good progress on requirements

- In progress – New guidelines
- Chapter certification pending
- Retention 85% last year
- Bart to follow up on additional press releases
- Martine to follow up on board requirements
- Martine trained on new membership process and how it's assigned to board members

## Communication – Tina

- Review of newsletter

## Prof. Development - Tracie

- CE– October 12<sup>th</sup> NAHU Event
- Next CE event January 2018
  - Topics - mental health?
  - Still identifying ideas
  - David Hippen as possible speaker
  - Martine to reach out

## HUPAC – Justin

- Reached out to update credit cards for any that expired
- Conversation with Andersen Perez about incentive programs to drive more and to HUPAC
- Martine to send out email after Justin writes content for HUPAC reminder
- Steve Nielsen to promote local PAC at upcoming events
- If you do - 10 for 12 UAHU will make a donation in the name of participant
  - \$25 or \$50?

## Legislative – Steve, Mike

- Steve – review of guarantee association work group network to cover members when a plan goes under. Issues with LTC insurers going down and if they should be covered by life carriers or both life and health.
- Update on balance billing. Rep Dunigan is still working on options
- Red Spendlove wanting to support the high risk pool when or if feds reopen that option

## Media – Bart

- Molina press release went out
- NAHU ask for photo of 4<sup>th</sup> Street Clinic Event
- Bart to call media about promoting
  - KUED – Craig to appearance
- Bart needs to complete training on working with media to the board
- Adriana to get Bart info for campaign

## Membership – Brian

- Membership blitz in March

## Retention – Carolynn- excused

## Northern Chapter – Karen

- 15 signed up
- Raylen is back

## Southern Chapter – Audra