



Utah Chapter Monthly Board Meeting Agenda – Wednesday – August 9, 2023

First Wednesday of Every Month at 9:30 am Mountain Time

Opening Remarks

Nicole Kuhni

- Anti-Trust Statement Read by: Bryce Goodman
- Welcome new attendees: Nicole Kuhni
- Minutes from July 12th Update
- Charity Event – November 15th

Approved Via Email: 7/12/2023 Strategic Planning & Leadership Minutes

- Kortnie Lawrence, Seconded by Christian Pasillas and Dawnann Baldwin

Upcoming Events:

- August 17th – Medicare Summit (Larry H. Miller Mega Plex in West Valley City)
- September 13th - Virtual CE with David Mordo (Compliance)
- October 11th – In Person CE with Bart Spencer (Disability insurance)
- November 15th – Charity Event
- January 18th, 2024 – Day on the Hill (DOH)
- May 14th, 2024 – Sales Congress

Reports from the Chapter Chairs

- **President** **Nicole Kuhni**
Medicare Summit on August 17th discussed: need to get seats filled, sales on tickets, social media sharing. Goal to increase attendees for this year's summit.
Rebranding NABIP Utah from CE'S to networking in a professional development place.
- **Legislation** **Erick Kuhni, Ernie Sweat, & Evelyn (Lobbyist)**
Erick: wrote 10 page HUSNI,
Ernie: Reconstruct contract with Evelyn/new lobbyist / Mtg. with Norm Thurston – accumulator bill /
Evelyn: Set up lunch with Alan Daton, Evelyn, Ernie, Erick, Nicole to discuss relationship with SelectHealth. UPDATE: Town Hall Mtg. for early January with members of the Senate, for scheduling revisit after election day.
- **Secretary** **Kortnie Lawrence**
No new Updates
- **Treasure** **Lynn Strate (Nicole Kuhni/Rusty Rice filled in for Lynn)**
Nicole: Rainy Day Fund, balances the same. Updating account names and signers to positions (President, Treasurer, Executive Director). National monthly draft (Agency Dues Model), audited by Lisa and Meredith, addressing shorted dues (\$1,800) still being reviewed and where shortages are from.
Rusty Rice: No new updates from corporate program.
- **Professional Dev.** **Christian Pasillas & Bart Spencer**
Mentorship program update: reached out to Marathon health waiting for follow up
- **nabip national PAC/PAC** **Jon Clark & Mike Deru (Nicole Kuhni filled in for Jon & Mike)**
Nicole: Increased to \$909 a month (goal is \$1500 a month/\$15,000 annually). Donators published monthly.
- **Membership** **Charlie Briggs**
Charlie: Membership has grown, reaching out to lapsed members, addressing non-renewals.

- **Membership Retention** **Spence Hoban**
Spence: [Addressing, “Who are we and what do we do?” NABIP needs to address membership value for 300 lapsed and recruitment of new members.](#)
- **Awards** **Bryce Goodman & DawnAnn Baldwin**
Bryce: [Discussed progress on Website Award & Landmark Award. Chapter chair training, triple crown, LPRT to further progression toward awards.](#)

New Business

- National Leadership Mtg. – August 30th (VIRTUAL: 10am – noon)
- Regional Training Mtg. – August 31st (region 7 training)
- 2024 Regional Training – August 11th-13th in Coeur d'Alene, Idaho (more details to come)
- Charity Event – November 15th
- Policies & Procedures / Governance Committee: Closing Salt Lake & Northern Utah Chapter with goal for board member participation to be more affective and cohesive. Possibility for future virtual Utah chapter to allow seats for different regions to participate.
- Although there will always be an opportunity to discuss ideas and/or concerns during the call, should you have something you wish to be included on the agenda, please let me know

Update Strategic Planning Goals **Nicole Kuhni & Rusty Rice**

- PAC: grew by \$12
- Legislation: currently in term
- Members: grew by 1
- Lapsed/Retention: Revisit in 6 months.
- CE's: Virtual, offering 2 CE's during slower months.

Adjourn – by Nicole Kuhni

Scheduled Utah NABIP Chapter Monthly Board Meetings

First Wednesday of each month at 9:30 am Mountain

Remaining meetings:

- September 6, 2023
- October 4, 2023
- November 1, 2023 (written report is an option)
- December 6, 2023 (written report is an option)
- January 3, 2024
- February 7, 2024
- March 6, 2024
- April 3, 2024
- May 1, 2024
- June 5, 2024