



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: Nicole Kuhni
- Welcome attendees: Nicole Kuhni
- Minutes approved for August 9th meeting: Matt Wells & Kortnie Lawrence

Upcoming Events:

- September 13th - Virtual CE with David Mordo (Compliance) Open to Arizona
- October 11th – In Person CE with Bart Spencer (Disability insurance) Sponsored by Star Med
- November 15th – Charity Event (Christmas Box House in SLC)
- January 18th, 2024 – Day on the Hill (DOH)
- May 14th, 2024 – Sales Congress

Reports from the Chapter Chairs

- **President** **Nicole Kuhni**
Night with Legislators: Nicole & Evelyn working on a town hall meeting for NABIP Brokers. Information on current bills will be provided to all attendees, Q&A with Legislators will be from 6:30 – 8:30pm.
- **Legislation** **Ernie Sweat & Erick Kuhni**
Ernie: Discussed Accumulator Bill: There is a push to get something passed. Suggested a possible trial for PHP only to see the effects in the coming years and tools that would need to be in place to insure that the trial is truly effective.
Discussed a new bill: Ground Ambulance Bill.
- **Secretary** **Kortnie Lawrence**
Kortnie: Checked in with Matt Wells (Social Media), Charlie Briggs (Membership), & Spence Hoban (Retention)
- **Treasure** **Lynn Strate**
Lynn: Medicare Summit brought in \$15,130, cost was \$2,140
Profit & Loss: up \$3,400 in the positive
Investment accounts: \$162,780
General accounts: \$44,708
- **Professional Dev.** **Christian Pasillas & Bart Spencer**
Mentorship program updates: working to set up opportunities for experienced brokers to help/reach out to new brokers/members.
Promoting REBC & LPRTC
- **HUPAC/PAC** **Jon Clark & Mike Deru (Nicole Kuhni filled in for Jon & Mike)**
Nicole: \$824 going to PAC for August 2023. Short on goal of increasing \$750 for a total of \$1500 per month. Did increase PAC by \$12 this month. Discussed moving PAC information to cloud for easier access in the future. National PAC information will be updated at next meeting.
- **Membership** **Charlie Briggs (Nicole Kuhni filled in for Charlie)**
Charlie/Nicole: 3 new members for the month of August
- **Membership Retention** **Spence Hoban (Nicole Kuhni filled in for Spence)**

Spence/Nicole: [Creating a "Danger List", 3 month notice before renewal, 7 touch program \(National Program\)](#). Including different chairs as part of the reach out program with templates included. Working with Jon Pike on signed certificates for 1 year membership and every subsequent year, signed by governor.

- **Awards** **Bryce Goodman**

Bryce: [Discussed Landmark Award information given during Regional Zoom Mtg. Working on needs & updating files for submission.](#)

Nicole: [Shared a proposed idea from Regional NABIP Mtg., creating fun awards to be presented to NABIP Utah members.](#)

New Business

- 2024 Regional Training – August 11th-13th in Coeur d'Alene, Idaho (more details to come)
- Charity Event – November 15 at the Christmas Box House in SLC with Member Get-Together Happy Hour afterward. Location to be announced.
- 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 Nicole Kuhni know.
- Nicole Kuhni committed to a second consecutive year as NABIP Utah President. Approved by Executive Board.
- Help needed:
 - Sales Congress
 - PAC Committee
 - Governance Committee: Creating NABIP Utah P&P's
- Update on progress with Sherm.

Update Strategic Planning Goals

Nicole Kuhni

- PAC:
- Legislation: Attention on Accumulation Bill & Ground Ambulance Bill
- Members: 3 new members in August
- Lapsed/Retention: "Danger List" & "7 touch program" (from National)
- 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:

- 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

Meeting Adjourned by: Nicole Kuhni