



Utah Chapter Monthly Board Meeting Agenda – Wednesday – October 4, 2023

First Wednesday of Every Month at 9:00 am Mountain Time

Opening Remarks

Nicole Kuhni

Attending: Nicole Kuhni, Kortnie Lawrence, Meredith Levy, Matt Wells, Jon Clark, Christian Pasillas, Bart Spencer, Charlie Briggs

Anti-Trust Statement Read by: Nicole Kuhni

Associations are subject to strict scrutiny under antitrust laws because an association is by its nature, a group of competitors joined together for a common business purpose. The antitrust laws require companies to make certain decisions by themselves, not in conjunction with competitors. Therefore, associations and their members must proceed with extreme caution in certain areas of activity to insure against violation of antitrust laws. Discussions of current or future prices or commissions and refusing to deal with or boycotting any insurance carrier are among a number of areas specifically prohibited by the antitrust laws and will not be permitted in today's meetings.

Approved September 6th General Board Minutes:

- Matt Wells, Seconded by Kortnie Lawrence

Upcoming Events

- Bart Spencer CE (Disability Insurance) October 18th @ SelectHealth
 - Larry Long with StarMed: sponsoring meeting and providing lunch
- Legislative Hot Topics – November 1st (repeats first Wednesday of every month)
- Charity Event – November 15th, 2023 Christmas Box House 2-4pm
- Legislative Town Hall – January 8th, 2024
- Day on the Hill – January 18th, 2024
- Golf – May 14th, 2024
- Sales Congress – May 15th, 2024

Reports from the Chapter Chairs

- **President** **Nicole Kuhni**
 - Changes to the board, Ernie Sweat & Mike Deru have resigned their chairs.
 - Committee needed for upcoming Sales Congress.
 - Past Presidents meeting updates
- **Legislation** **Erick Kuhni**
 - No new Updates
- **Lobbyist** **Evelyn Everton**
 - No new Updates
- **Secretary** **Kortnie Lawrence**
 - No new Updates
- **Treasure** **Lynn Strate (Nicole Kuhni & Meredith Levy filled in)**
 - Nicole & Meredith: [Investment Accounts: \\$157,515.72](#) [General Accounts: \\$42,703.86](#)
- **Professional Dev.** **Christian Pasillas & Bart Spencer**
 - [Working on Professional Development & mentorship program. Past Presidents offering to help with mentorship.](#)

- **Media** **Matt Wells**
Increasing NABIP posts each month
- **HUPAC/PAC** **Jon Clark**
October 1st donations came in. Working to update QuickBooks to the Utah NABIP cloud.
- **Membership** **Charlie Briggs**
-Working on set-up for October 18th CE
-No other updates
- **Membership Retention** **Spence Hoban**
-Emails sent regarding lapsed members.
-Reached out UVU employee for feedback on membership
- **Awards** **Bryce Goodman**
80% completion for the Landmark Award
- **Newsletter** **Meredith Levy**
October newsletter already release first of the month.

New Business

- Policies & Procedures Committee needed for NABIP Utah
 - To address: banking, voting, national travel, etc...
- Value ad's for members: would bring value to the members, offering discounts to local places (Matt Wells helping to reach out to local places for discounts)
- Craig Paulson – New member for leadership roles
- Stephanie Lyon – New Member
- New member highlights needed
- Banking: Nicole Kuhni has updated NABIP Utah general account. PAC banking updates still in the works.
- General Fund: Executive Board voted to okay the purchasing QuickBooks for NABIP Utah PAC
- 2 New PAC donors
- PAC donations from last year and expectations for this year.
 - \$3550 for golf
 - \$300 for golf hole for carriers
 - \$750 for Senate golf tournament
- NABIP Utah Marketing: New membership advertisements to be run on Facebook and the Desseret News. Advertisement will highlight NABIP Utah agents/brokers.

Adjourn – by Nicole Kuhni

Scheduled Utah NABIP Chapter Monthly Board Meetings

First Wednesday of each month at 9:00 am Mountain

Remaining meetings:

- 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