



NABIP Utah Board Meeting Minutes

June 6, 2023

10:00AM – 11:00AM

Attendees: Nicole Kuhni, Kortnie Lawrence, Josh Schreiber, Lynn Strate, Jon Clark, Dawnann Baldwin, Bryce Goodman, Matthew Wells, Meredith Levy

Absent: Tami Flandro, Bart Spencer, Charlie Briggs, Erick Kuhni, Ernie Sweat, Mike Deru, Evelyn Everton

Anti-Trust Statement: Read by Kortnie Lawrence

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.

Approve 05/2023 Minutes: Nicole Approved May Minutes- Josh Second

Reports:

- Nicole: Addressed SB-184 & LPRT increase awareness
- Treasurer (Lynn): Shared NABIP finances: Profits & Loss, expenses, outstanding invoices from Sales Congress and year's past invoices. Rainy Day Fund reported at \$167K decrease over the year due to performance of investments
- PAC (Jon): PAC updates \$879/monthly
- Secretary (Kortnie): No updates
- Awards (Dawnann/Bryce): Awards update: Pace Setter & Landmark working on requirements
- Media (Matt): No updates
- Meredith: Shared stats/data on Sales Congress (attached)
Discussed outstanding invoices of Lifemap (\$550) and Renaissance Dental (\$1000) - Jon will work on these to resolve.

Upcoming

Events: Member Appreciation - July 7th 6:30-8:30PM (Taylorsville Rec. Center)

- Online preregistration online for a head count
- NABIP providing: pizza (will be delivered), sodas, & dessert (Dawnann will help pick up desserts)
- No additional concessions available, families can bring own snacks
- Games & contest: spikeball, ladder ball, cornhole (Nicole, Dawnann)
- Raffles: Board asked to reach out to carriers for raffle donations/prizes

Events

Medicare Summit – August 17th

*Jon Pike asked to speak

*Ask Ingretiy or Kellog for sponsorships

Strategic Planning July 7th at Cigna Building

Continued:

Sponsorship: Molina will be providing the event space/hosting possibly at the Lehi UVU, The Lodge at Traverse Mountain, or the Hyatt in Lehi. This is in lieu of a cash sponsorship. Location should be finalized by 06/16/23. SelectHealth & EMI is a backup location.

Molina will be inviting their Medicare Agents to join the summit.

Looking into: StoneHill, Compass, Health First

Marketing Name: "Medicare Playbook Summit" - Josh

Additional Items: Newsletter: updates from Nicole, feedback from group (adding CPAC to future newsletters.

Jaffe Contract Proposal: Nicole presented 3 proposal, feedback from group