



Utah Chapter Monthly General Board Meeting Agenda – Wednesday – April 3, 2024

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

Opening Remarks

Nicole Kuhni

Anti-Trust Statement Read by: Bryce Goodman

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.

Attendees:

Nicole Kuhni, Lynn Strate, Kortnie Lawrence, Meredith Levy, Erick Kuhni, Jon Clark, Dawn Ann Baldwin, Bryce Goodman, Charlie Briggs, Roya Hedlund, Matthew Wells

Approved Minutes:

March Board Minutes Approved: Dawn Ann Baldwin, Charlie Briggs (second)

Upcoming Events

- Legislation Hot Topics – April 3rd
- NABIP In Person CE: Ethics (3 hours) – April 11th
- Charity Event: Tiny Tim's Charity – April 17th
- Golf – May 14th, 2024
- Sales Congress – May 15th, 2024

Chapter Chair Reports:

President

Nicole Kuhni

- [Agenda highlights & updates on future events](#)
- [Sales Congress Updates & planning](#)
- [Chapter chair changes for upcoming year](#)

- **Lobbyist**

-[No new updates](#)

Evelyn Everton

- **Legislation**

-[No new updates](#)

Erick Kuhni

- **Secretary**

-[No new updates](#)

Kortnie Lawrence

- **Treasure** **Lynn Strate**
 -DOH: Discussed vendor accounts being updated and paid
 -Sales Congress: Discussed incoming funds from sponsors, correcting funds incorrectly sent to national rather than Utah Chapter for Sales Congress.

- **Professional Dev.** **Bart Spencer (Meredith Levy filled in)**
 -CE's discussed for the upcoming Sales Congress. Discussion included topics such for CE's such as AI in the insurance industry, mental health, annuities, updates from the insurance department. From presenters: Erick Kuhni, U of U, Tangie & Shelly from the insurance department.

- **Media** **Matthew Wells**
 -No new updates

- **HUPAC/PAC** **Jon Clark**
 -Working with Nicole on PAC files & updating the system
 -Reaching out to members to get any needed membership updates

- **Awards** **Bryce Goodman**
 -Landmark award submitted
 -Metallic award submitted
 -Reminder to utilize newsletter for direction in member participation for future awards
 -Awards/recognition for Utah Chapter members time & participation

- **Charity Event** **Dawn Ann Baldwin**
 -Charity Event: Tiny Tim's – April 17th

- **Membership** **Nicole Kuhni**
 -1 new member in March
 -Chapter receiving recognition from new groups

- **Membership Retention** **Spence Hebdon**
 -No updates

- **Newsletter** **Meredith Levy**
 -No new updates

New Business

- Sales Congress Agenda: Meredith/Nicole walked us through the proposed agenda including color guard, CE's, awards, keynote speaker, sponsors
- Brain storming, how to bring value to sponsors/sponsorships from vendors at Sales Congress & future events.
- Discussed Utah chapter seeing new sponsor participation in Sales Congress & the shift from past sponsors involvement.

Adjourn – by Nicole Kuhni

Scheduled Utah NABIP Chapter Monthly Board Meetings

First Wednesday of each month at 9:00 am Mountain
 Remaining meetings:

- April 3, 2024
- May 1, 2024
- June 5, 2024