



Utah Chapter Monthly Board Meeting Agenda – Wednesday – May 1, 2024

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

Opening Remarks

Nicole Kuhni

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.

Attendees: Nicole Kuhni, Kortnie Lawrence, Meredith Levy, Erick Kuhni, Bryce Goodman, Matthew Wells, Charlie Briggs, Roya Hedlund

Special Guest – NABIP Utah Investment Account Managers: Craig Paulson, Tyler Hadley

- The Board was given an explanation of current investment accounts, how they work and how they are managed for the NABIP Utah Chapter.
- Craig Paulson advised the board on how to manage the investment accounts for future use.
- The Board discussed proper use of the investment accounts for current events and moving forward to best support the NABIP Utah Chapter.
- The Board discussed current expenses and how to support the monthly costs.

Approved April 3rd General Board Minutes:

- Charlie Briggs Approved, Nicole Kuhni Second Approval

Upcoming Events

- Golf – May 14th, 2024
- Sales Congress – May 15th, 2024
- PAC Breakfast – May 23rd, 2024

NABIP Utah Chair Reports

- **President** **Nicole Kuhni**
 - Nicole introduced a new “pilot” program “Future Leaders Network” for the upcoming year, to support new producers and insurance professionals in the industry increase their skillset. This program looks to create a comradery amongst the up and coming generation and to bring excitement for new opportunities for Producers and the Utah NABIP Chapter.
 - Discussed CE for succession planning
 - Boot Camp Virtual Study to assist Producers with at least 3 years of experience to get a Consultants License - cost TBD, taught by Mountain CE
 - Announced updates/changes to the NABIP Utah Board Chairs for the upcoming year as follows:

President: Nicole Kuhni

Treasurer: Lynn Strate

Secretary: Kortnie Lawrence
Legislation: Erick Kuhni
Communications: Matthew Wells
Professional Development: Larry Long & Tamara Valenzuela
PAC: Christian Brindle
Medicare: Christian Brindle
Community Service: DawnAnn Baldwin
Membership: Spence Hebdon, Roya Hedlund, & Lindsay Shawcroft-White
Awards: Bryce Goodman
Executive Director: Meredith Levy
Lobbyist: Eveyln Everton
Level Funded Liaison: Mike Starks

-New Sponsorship from Task that will be Bronze that will be present at Sales Congress.
-Golf Tournament Update: 10 holes covered, six companies to cover holes and sponsorships.
-Sales Congress Updates: Agenda, Sponsorships, CE's approved, Awards, Keynote Speaker, & Exhibit Halls
-PAC Breakfast for current PAC Donors

- **Legislation** **Erick Kuhni**
No new updates
- **Lobbyist** **Evelyn Everton**
Currently working on:
-PAC Breakfast with Speaker of the House
-Lunch with the President of the Senate (Stewart Adams)
-In district meetings available membership wide
- **Secretary** **Kortnie Lawrence**
No new updates
- **Treasure** **Lynn Strate**
No new updates
- **Professional Dev.** **Bart Spencer**
-Bart Spencer retiring, new chair representatives for upcoming year
- **Media** **Matt Wells**
No new updates
- **HUPAC/PAC** **Jon Clark**
-PAC Breakfast – May 23rd in Ogden for current PAC Donors with the Speaker of the House
- **Membership** **Charlie Briggs**
No new updates
- **Membership Retention** **Spence Hoban**
No new updates
- **Awards** **Bryce Goodman**
No new updates
- **Community Service Events** **DawnAnn Baldwin**
Thanks to those that were able to attend the Tiny Tim's Charity Event on April 17th
- **Newsletter** **Meredith Levy**
May newsletter being sent out soon

New Business

- Push for Golf attendees to register for the our Golf day on May 14th
- Early Bird pricing for Sales Congress being extended

Adjourn – by Nicole Kuhni

Scheduled Utah NABIP Chapter Monthly Board Meetings

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

- June 5th, 2024
- July 3rd, 2024
- August 7th, 2024
- September 4th, 2024
- October 2nd, 2024
- November 6th, 2024
- December 4th, 2024