



Utah Chapter General Board Meeting
Minutes – Wednesday – August 7th, 2024
First Wednesday of Every Month at 9:00 am Mountain Time

Opening Remarks

Nicole Kuhni

Attendees: Nicole Kuhni, Kortnie Lawrence, Lynn Strate, Erick Kuhni, Meredith Levy, Roya Hedlund, Andrew Theis, Lindsay Shawcroft-White, Matthew Wells, Spence Hebdon

Special Guest: Nikki Leski – Jaffe Communications

Excused: Bryce Goodman, Ernie Sweat

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.

Minutes Approval:

7/10/2024 General Board Minutes: Approved by

Open Floor:

- NABIP Utah Trade Show: board agreed to shelf this project until next year. Members current schedules would not allow proper time or involvement for planning & executing this event affectively.

Upcoming Events

- CE - Virtual Medicare: Taught by Christian Brindle (2 CE Credits) August 14, 2024, 9-11am
- NABIP UT Consultants License Exam Prep: August 21, 2024, 6:30-8pm
- NABIP Utah PAC Breakfast With President of the Utah Senate, Senator Stuart Adams, September 11th, 7:30am
- CE - Virtual Pharmaceutical: Taught by David Mordo (1 CE Credit) September, 11th, 11-12pm
- NABIP UT Future Leaders Network: "How to Win in Q4" Panel & Bowling Tournament, September 25, 2024, 2-4pm
- Monthly Leadership Forum Update: August 27th
- CE Level Funding: Taught by Ernie Sweat, October 10, 2024, 11-12pm
- Charity Event – Christmas Box House: TBD
- Charity Event – Kids Charity: TBD

Special Guest – Nikki Leski (Jaffe Communications) Social Media Support

- Gave an explanation of social media support offered from Jaffe Communications

- Brainstormed different ways of utilizing the social media outlets to be more affective and consistent with media outreach.
- Discussed who would be the go between for NABIP Utah and Jaffe to create affective social media content. Matthew Wells & Andrew Theis available to share NABIP content, upcoming event details.
- Discussed possible social media schedule and what content could be offered moving forward.
- Discussed What is NABIP Utah's message? What content/wisdom can we offer to the members, to be affective and supportive to them now, as they go through everyday business.

Treasurer – Lynn Strate

- Fiscal year recap:
 - \$126,724 income
 - \$152,380 expenses
 - \$25,656 deficit (transferred money from investment account to cover losses)

PAC – Ernie Sweat (Nicole Kuhni filled in)

- PAC Breakfast with President of Senate: Stewart Adams, invitations sent out with details
- Donations down \$100 for the month of July

Legislation – Erick Kuhni

- No updates

Future Leaders Network: Andrew Theis, Bryce Goodman, & Roy Hedlund

- Upcoming event: Panel "How to Win in Q4" & Bowling Tournament
 - Panel will include: Ernie Sweat, Heidi Castenada, Jane Ann Craig, & Trenton Olsen
 - Topics will be covered to for Q4 quarter success
 - Bowling tournament, pizza, and drinks after the panel
 - Members \$5 / Non-Members \$25

Media Relations – Matthew Wells

- Working with Jaffe Communications for future social media posts and outreach

Membership – Roya Hedlund

- Working on membership email outreach
 - What emails should go out to new members and when
 - Industry content that would be helpful for new members
 - Board members participation in email outreach
 - Lapsed members list updates
 - Tools/connections NABIP Utah current members can share with new members

Member Engagement & LPRT – Andrew Theis

- Pool Party recap held July 27th, discussed the small number of attendees and the ineffectiveness of this event for next year.

Professional Development – Larry Long

- No updates

DEI/Community Service – DawnAnn Baldwin

- Charity event review from last year – Christmas Box House

- 2023 attendance: 30 members
- 2024 attendance goal: 45 members
- Charity event fall upcoming: Christmas Box House, details TBD (November?)
- Charity event spring upcoming: Kids charity event, details TBD

Awards – Bryce Goodman

- Monthly Leadership Forum Update – August 27th, details will be emailed to board members

Adjourn – by Nicole Kuhni

Scheduled Utah NABIP Chapter Monthly Board Meetings

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

- September 4, 2024
- October 2, 2024
- November 6, 2024 (written report is an option)
- December 4, 2024 (written report is an option)
- January 8, 2025
- February 5, 2025
- March 5, 2025
- April 2, 2025
- May 7, 2025
- June 4, 2025