



Utah Chapter General Board Meeting
Agenda – Wednesday – October 2nd, 2024
First Wednesday of Every Month at 9:00 am Mountain Time

Opening Remarks

Nicole Kuhni

Attendees: Nicole Kuhni, Kortnie Lawrence, Erick Kuhni, Meredith Levy, Bryce Goodman, Roya Hedlund, Andrew Theis, Lindsay Shawcroft-White, Matthew Wells, Spence Hebdon, Larry Long, Ernie Sweat, Ellen Wolff

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:

- August 7th 2024 Board Minutes approved by: Kortnie Lawrence, second by: Roya Hedlund

Special Guest: Craig Paulson

- Discussed NABIP Utah Investments:
 - Excess Investment: \$90,000
 - Rainy Day: \$63,000
 - Discussed current investment placement and performance (American Guard & Vanguard)
 - Discussed future investments and how best to honor association funds/investments.
 - Ernie Sweat – Rainy Day fund clarification on the initial start up of this account and the funds used to start the account. Also discussed reasoning behind the future needs for this account.
 - Craig Paulson – suggested 20% of the rainy day fund be put into more aggressive investments for better growth
 - Erick Kuhni – suggested 40-50% of the rainy day fund be put into more aggressive investments.
 - Craig Paulson – clarified recent account withdrawals coming from excess investment account

Review:

- September board meeting – by email, passed minutes & notes
- Future leader Events:
 - Good response from carriers/brokers
 - Had better attendance than last event
 - Board asked to help bring awareness to brokers that may benefit from these events
 - Goal to continue growth for Q1 events

Upcoming Events

- CE Level Funding: Taught by Ernie Sweat, October 10, 2024, 11-12pm
- Charity Event – Christmas Box House, November 13th, 2024 2-4pm
- Virtual Meet & Greet with NABIP CEO Jessica Brooks, December 11th 2024, 12-1pm
- Night with Legislators, January 14th 2025, 6:30-8:30pm (Utah State Capital, Beehive Room)
- NABIP Utah Day on the Hill, January 23rd 2025, Utah State Capital
- NABIP Capital Confrence, February 23rd - 26th
- NABIP Utah Annual Golf Outing, May 13th 2025
- NABIP Utah Sales Congress, May 14th 2025
- Chartiy Event – Kids Charity: TBD

New Sponsorship:

- Updates to 2025 sponsorships
 - All inclusive annual sponsorships
 - Sales Congress packages
 - Golf Outing Sponsorships
 - Day on the Hill Sponsorships
 - Future Leaders involvement in sponsorships

Membership:

- Roya Hedlund, explained the new email campaign spreadsheet schedule & board assignments

Adjourn – by Nicole Kuhni

Scheduled Utah NABIP Chapter Monthly Board Meetings

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

- 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