



NABIP Utah Board Meeting Agenda

Dec. 4, 2024 9:00 AM

Anti-Trust Statement

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, Andrew Theis, Kortnie Lawrence, Lindsay Shawcroft, Roya Hedlund, Ernie Sweat, Bryce Goodman, Dawnann Baldwin, Matt Wells, Larry Long, Lisa Strug

Excused: Meredith Levy, Erick Kuhni, Lynn Strate, Spence hebdon

Approval of past minutes- need emailed out

Sponsorships: Nicole and Andrew

<https://docs.google.com/spreadsheets/d/1xkqKjvJkf9VWT>

[YaGMV5Q5tHzPrk2m2LPbHoeBAS1Z_8/edit?usp=sharing](https://docs.google.com/spreadsheets/d/1xkqKjvJkf9VWTYaGMV5Q5tHzPrk2m2LPbHoeBAS1Z_8/edit?usp=sharing)

Committed: SelectHealth \$3000 Day on the Hill

SelectHealth 5750 Elevate Utah

SelectHealth FLN \$500

Elevate Utah: Advocacy and Innovation - Andrew - Rebrand the name, move date to earlier in year. We want to invigorate the younger crowd to become more involved-MARCH 12, 2025, Same location, Golf will remain the same May 13, 2025 at Eaglewood

Accounts and Budget: Andrew - \$15K in account, transferred another 30K from investment

accounts to stay afloat. Discussed the fact that without influx of money there will be no

chapter. Discussed that it will take everyone on the board and on the call to be a part of the

future of the chapter by fundraising now,

Update FLN: - Date to be set soon

Membership update: Roya - new program/Andrew goals/Lisa automated emails

* Andrew will create an outreach program based on the current Broker list with NABIP UT looking to bring in large houses

*Roya demonstrated how the current campaign works when we get new members

*Andrew, Roya and Lisa discussed the importance of a campaign to renew members including the new program put in place by Jaffe's team reaching out to "soon to lapse" members

*Possibility of Text program

*Nicole emphasized the importance of membership to keeping the chapter open

PAC Updates and Campaign Donations: Ernie

Ernie requested a \$2000 approval for a Winter Luncheon with the House Majority Caucus - Jan 7th,

25. Attendees to be Erick Kuhni, Nicole Kuhni, Andrew Theis and Ernie Sweat

Open Floor:

Upcoming Events:

Dec 11: Jessica Brooks Woods

- Jan. 23 Day on the Hill
- Feb 23-26: NABIP Cap Con
- May 13 Golf Tournament
- May 14 Sales Congress
- June 28-July 1: NABIP Annual Convention