



NABIP Utah Board Meeting Minutes – April 2, 2025 9:00 AM

Attendees: Kortnie Lawrence, Andrew Theis, Larry Long, Erick Kuhni, Roya Hedlund, Ernie Sweat, Matt Wells, Lindsay White, Nicole Kuhni

Excused: Bryce Goodman, Dawnann Baldwin, Lynn Strate, Spencer Hebdon

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.

Approval of March Minutes - motioned by Andrew, Kortnie second - approved to go to website

Recap:

- March 12 Elevate Utah: Advocacy and Innovation
Highs and lows

Upcoming:

- April 11, 2025 Ethics 3 hour CE approved on zoom - free to members
- May 13 Golf Tournament - Ask carriers for feedback on separation of sales convention and golf tournament
- New sponsors: Motiv Health and Marathon health for Lunch
- June 28-July 1: NABIP Annual Convention

Legislative Council: Erick - no major updates since the Elevate Utah event -

- Think Tank starts next week - members only, info going out in newsletter, goal is to get in front of issues that can come up during session

Accounts and Budget: Lynn/Andrew

- Financials went out in email
- P&L - YTD is reported

Update FLN: -

- 3.27.25, Participation low (15 ish), Mike Starks presented on Level Funding, Jeff won again :) - next event completely different - CE approval perhaps, morning event? - new venue maybe a move (top golf?)

Membership update: Roya - /Andrew goals

- 207(the list shows only those who's home is Utah Chapter)
- 215 if counted as everyone
- Goals: work on emails out for new members from each chair, new membership lunches montly, look for a sponsorship for new membership
- Hard to justify adding more people from agencies based on expense and value - take it up the chain to discuss different pricing

PAC Updates and Campaign Donations: Ernie \$832 PAC donations for March 2025

Jeff Kluge, Carol Dana, Blake Izatt, James McDonald still need switched

\$44,589.60 in account for PAC

3 events on radar - no cost estimations yet - waiting on pricing to come from Kyle at Utah Leg stuff

Goals: Video less than 60 seconds to send out to membership, \$1000 monthly by End of Year
Possible Raffle for PAC at Golf Tournament - new donors get an extra ticket for recurring drafts
(is that the word?), increase donation gets a golf related prize,

Awards: Landmark and Chapter Certification submitted to Brooke Willson

Open Floor:

Adjourned - By Nicole