



NABIP Utah General Board Meeting Minutes

August 6, 2025 9:00 AM – 10:00 AM

Attendees: Andrew, Nicole, Larry, Ali,
Meredith, Lindsay, Roya, Conner, Meredith

Absent:
Larry, Roya, Ernie, Matt, Eric

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.

Last month minutes -

Upcoming Events

- Self-Funding with Group Captive- Aug 15 virtual
 - Medicare 2 Hour in person Aug 22
 - Dave Mordo CE - Sept 17 virtual
 - Sept 4 Future Leaders Top golf Max 24 1 hour CE First Thursday night NFL game. CE effects of big beautiful bill – does anyone know anyone. Dave at HR Service Nicole to reach out.
 - Oct. larger event U of U, FREE event, Jane Ann Craig? ICHRA CE- Ernie working on. 9-11:30. Cost CE vendor and Breakfast.
 - Nov ?
 - Dec Future leaders Community Service Event?
 - Jan night with legislators
 - Day on the Hill Jan 22
 - Feb?
 - March?
 - April?
 - May 19 Golf
 - May 20 Elevate
 - June?
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Chair Updates

- Legislative Updates
 - Secretary
 - Treasurer
 - Professional Development
 - Communications
 - Media
 - PAC
 - Membership
 - Member Retention
 - Community Service - N/A
 - Awards
 - Executive Director –Meredith
 - Lobbyist - Evelyn
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Other Business

2025-26 Budget

Summary

Arizona Heat and Medical Updates

The meeting began with casual conversation about the extreme heat in Arizona, where CK described the challenging conditions and mentioned that air conditioning is essential during the hot months. Andrew shared that he had been fortunate to avoid the intense heat typical of Arizona, noting that it usually lasts for about three months before the weather becomes more pleasant. The group discussed the absence of some members, including Clint, who was dealing with a medical issue involving a pinched artery or vein, which required various tests to determine the cause.

Upcoming Events and Planning

The meeting covered upcoming events and planning. Andrew discussed an antitrust statement and upcoming continuing education (CE) events, including a CE on August 15th and a Medicare 2-hour training on August 20th hosted by Christian Brindle. Plans for a Future Leaders Network event at Topgolf on September 4th were outlined, with a capacity of 24 people. The group discussed an October event at the University of Utah Building, which will be free and open to 100-130 people, with efforts to fill the room to gauge interest. Nicole mentioned the "Night with Legislators" event, which Andrew will email Evelyn about. The annual conference was moved to mid-May, with golf on the 19th and vendor setup and the event on the 20th pending confirmation.

Event Planning and Sponsorship Strategies

The team discussed upcoming events and sponsorship opportunities. Andrew emphasized the need to start reaching out to potential sponsors now, especially carriers who typically allocate event budgets at the beginning of the year. Nicole offered support by providing scripts and email templates for those who find it intimidating to ask for sponsorships. NABIP mentioned that Day on the Hill sponsorships are available and prices will remain unchanged. The team also discussed plans for a future leaders event in December, which may include a community service component, and confirmed the Top Off event for September 4th, coinciding with the NFL season kickoff. Nicole agreed to reach out to Dave from HR Service for a potential CE presentation on the Big Beautiful Bill.

Future Leaders Network Name Change

The group discussed potentially changing the name of their Future Leaders Network to something more inclusive, like "Next Generation" or "Rising Talent." They agreed to further discuss and finalize a new name, with Roya and Connor planning to meet separately to decide on the best option. Andrew mentioned they were waiting on contracts for Topgolf and conference facilities before promoting the upcoming event.

Instagram Account Recovery Plan

The team discussed their efforts to create an Instagram presence, with Roya explaining that while there was a Facebook account linked to an old Instagram, that Instagram was never active and has since been deactivated. Nicole and NABIP investigated the situation, discovering that a new Instagram account was created in July 2023 but never used, and they could not find any login information for it. The team agreed to follow up on the Instagram situation, with Andrew suggesting he might work with Roya on it.

Fiscal Year 25-26 Budget Review

The team discussed the budget for fiscal years 25-26, with Meredith presenting updated figures. They reviewed various revenue streams including sponsorships, membership dues, and annual sponsorships, noting plans to increase spending on speakers and events. The group also discussed concerns about the timing of the May 19-20 event, with Roya raising questions about potential low attendance due to Memorial Day weekend. Andrew and the team agreed to further evaluate the timing of this and future events.

Conference Scheduling Amid Holiday Concerns

The group discussed scheduling a conference and decided to keep the current date in May despite some concerns about attendance due to the timing. Andrew explained they were limited in their options due to cost considerations, with the current venue being one of the most affordable options in Salt Lake City. The team agreed to proceed with the current schedule while acknowledging that some attendees might be impacted by the timing, which coincides with college and high school graduations, Memorial Day, and other holidays.