



NABIP Utah General Board Meeting Minutes

Sept 3, 2025 9:00 AM – 10:00 AM

Attendees: Andrew, Nicole, Ernie, Clint,
Meredith, Lindsay,

Absent:
Larry, Roya, Matt, Erick, Roya, Conner, Ali. Larry

Called to order at 9:03

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 -
approved.

Approval of August minutes Nicole motioned Lindsay seconded minutes are

Upcoming Events

- Dave Mordo CE - Sept 17 virtual
- Sept 4 Future Leaders Top golf 1 hour CE First Thursday night NFL game. CE effects of big beautiful
- Oct. 7 NABIP Utah Brokers Edge Jane Ann Craig ICHRA and MEC .
- 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?

Chair Updates

- Legislative Updates. Dunnigan's district under threat
- Secretary
- Treasurer
- Professional Development
- Communications
- Media
- PAC – Senate Golf Event Ernie and Andrew, Need two more, Jim Dunnigan Fundraiser \$1000 5 people. Erick Andrew working on 5 people
- Membership
- Member Retention
- Community Service - N/A
- Awards
- Executive Director –Meredith
- Lobbyist - Evelyn

Other Business

2025-26 Budget

Next Meeting

9 am on Oct 1

Antitrust Statement and Event Planning

The meeting began with Ernie reading the antitrust statement, followed by the approval of last month's minutes with Nicole making the motion and Lindsey seconding. The group discussed upcoming events, including the Future Leaders Kickoff meeting scheduled for the following day with CE Bill. Clint, who had been recovering from a hospital stay, attended the conversation and confirmed he was taking notes to share with everyone afterward.

TopGolf Event Logistics Planning

The team discussed logistics for an upcoming TopGolf event, where they have 4 bays but only 13 registered participants, aiming for at least 4 people per bay. The event will run from 4-6 PM, with a CE session from 4-5 PM and TopGolf from 5-6 PM, though Roya will only be available until 5 PM. Ernest offered to bring an additional participant from his office, noting the \$10 cost for non-members, and the team expressed hope to fill the remaining spots with current or future leaders.

NABIP Sponsorship and Event Planning

NABIP discussed a positive conversation with a sponsor who expressed interest in continuing their annual gold sponsorship for the upcoming year. They also talked about an upcoming event on October 7th, the Utah Native Utah Brokers Edge, which will feature Jane and Craig as keynote speakers. NABIP is waiting on outlines and speaker information from Larry and the Hra Council, which Erick mentioned is available on their website.

2024 Event Calendar Planning

The team discussed upcoming events and their calendar for the year. They reviewed the schedule for events like the Senate golf tournament, Jim Dunnigan fundraiser, and the Elevate Conference. Ernest Sweat provided updates on legislative events and mentioned the need for participants in certain activities. The group also talked about the importance of promoting events without charging attendees and considered virtual options for future gatherings.

Financial Planning and Event Strategy

The group discussed their financial situation, noting they added more money than they took out last month despite writing a check. They are planning to spend more money right before the upcoming session, but no major legislation is on the horizon for 2025. The organization is looking for speakers for their professional development events, with a challenge in attracting large crowds for in-person meetings. Ernest suggested a CE class on the subsidy landscape in 2026 versus 2025 could be a popular topic, but noted Congress's unpredictability makes it difficult to plan. The group agreed they may need to consider virtual events if they can't draw enough attendees for in-person meetings.

Promoting Jane Ann's Keynote Event

The group discussed promoting an upcoming event featuring Jane Ann as keynote speaker, with Erick committing to provide promotional materials and a bio by the end of the week. They agreed to highlight the 2 hours of education available and noted that while they cannot yet mention Jane Ann's 2C status, they expect good attendance from past presidents and future leaders. The meeting also covered that membership remains steady at around 200, and Roya reported reaching out to Robin regarding HRAC council materials.