



NABIP Utah General Board Meeting Agenda and Minutes

Jan. 7, 2026 at 9:00 AM – 10:00 AM

Attendees: Andrew, Nicole, Roya, Clint, Erick, Ali,
Larry, Lindsay, Matt, Ernie, Meredith

Absent:

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

- Jan night with legislators Jan 15.
- Day on the Hill Jan 22
- Feb and March Leg Hot Topics
- Feb?
- March?
- April?
- May 19 Golf
- May 20 Elevate
- June?

Chair Updates

- Legislative Updates
- Secretary
- Treasurer
- Professional Development
- Communications
- Media
- PAC
- Membership
- Member Retention
- Community Service - N/A
- Awards

Other Business

Chairperson for Golf Outing
Sponsorships 2026

Next Meeting

AI notes from Meeting

Antitrust Compliance and Meeting Protocol

The meeting began with introductions. Andrew read the antitrust statement, emphasizing the importance of avoiding discussions on prices, commissions, and boycotting insurance carriers. The group discussed the agenda for the meeting.

Future Leaders Network Event Recap

The meeting discussed the success of the Future Leaders Network event in December, which was sponsored by Aflac and included an axe-throwing activity and charitable donations to Rainbow kids. Andrew highlighted the strong attendance and potential for Apple to become a long-term sponsor. Upcoming events include a town hall and a day on the Hill, scheduled for January 15th and 22nd, respectively. Andrew encouraged members to register for these events, emphasizing their importance for engagement and learning.

Legislative Engagement Strategies

Ernie encouraged participation in the association's legislative events, emphasizing the importance of the Day on the Hill and the newer town hall initiative. He noted that while attendance at these events has been better for the Day on the Hill, he urged more participation in the town hall, highlighting it as a valuable opportunity to engage with legislators. Andrew agreed, sharing his experience of attending a recent event where healthcare issues affected legislators were discussed. He also mentioned securing Select Health as a title sponsor for an upcoming event and sought input on whether Heidi from Select Health could participate in a panel, leaving the question open for further discussion.

Day on the Hill" Event Planning

The team discussed logistics for an upcoming "Day on the Hill" event, including the need for name badges. Meredith confirmed she would obtain the registration list and coordinate with Ernest to print the badges, with Clint offering to assist if needed. Andrew was advised to contact Eric regarding a panel discussion. Several team members, including Roya, Ali, and Clint, offered to help with check-in and other event activities.

Event Planning and Sponsorship Strategies

The team discussed parking logistics for an upcoming event, with Ernie agreeing to handle the finalization through Meredith. Andrew announced that this would be the last call before two major events, and encouraged team members to reach out with questions. They also discussed upcoming Continuing Education (CE) events in February, March, and April, and the need to secure sponsorships for May events. Clint offered to help with a call blitz using a script in Call Blitz, and Meredith emphasized that multiple team members could reach out to the same companies. The team identified a need to update their document sharing method since many board members lack access to Google Drive.

Sponsorship and Fundraising Strategy Meeting

The team discussed sponsorship challenges and agreed to continue calling potential sponsors, with Meredith sending an Excel document to track progress. They reviewed plans for the upcoming golf tournament in May, where Roya offered to help with registration instead of Crystal, and the Pack confirmed they would have a fundraising table. The group identified the need to transfer the PAC Venmo account to a more secure email address, with Meredith and Andrew planning to investigate alternative payment options through QuickBooks. Andrew reminded the team that they are 4-5 thousand dollars short for January events and need to start planning for next year's leadership positions, particularly the incoming president.