



NABIP Utah General Board Meeting Agenda

April 1, 2026 at 9:00 AM – 10:00 AM

Attendees: Andrew, Nicole, Roya,, Erick, Ali,
Matt, Ernie, Meredith

Absent:
Clint, Lindsay, Larry

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 -

March 4, 2026 Minutes

Upcoming Events

- April? Medicare panel?
- 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
CEs for Elevate

Next Meeting

9 am on May 6

Summary

Candidate Signature Collection Update

The meeting began with technical difficulties regarding the Zoom link, which participants confirmed was correct. Ernest reported that Jim Dunnigan had obtained the required signatures to run for legislature, though he faced challenges with the signature collection process. The group discussed the difficulties of door-to-door signature collection, comparing it to census enumeration experiences. The meeting was about to begin with reviewing the agenda when Roya mentioned she was observing a Jewish holiday and would be participating from her kitchen.

Antitrust and Event Planning Updates

Andrew opened the meeting by discussing antitrust considerations, emphasizing that associations must proceed with caution in certain areas of activity to avoid violations. He then reviewed upcoming events, including a Medicare federal representative meeting in April, a TPA partner CE in June, and the Elevate event in May. Andrew noted strong initial interest in Elevate with mid-20s sign-ups so far, and announced a format change where all attendees will participate in the same sessions rather than separate tracks. He requested team members to register themselves and encourage office colleagues to attend Elevate, while continuing to seek a presenter for the Medicare-focused CE.

Medicare Presentation Presenter Selection

The team discussed finding a presenter for a Medicare presentation targeting individuals approaching retirement age. After exploring options with senior benefits contacts who were unavailable, they decided to ask Reed to present, noting his previous engagement and interest in getting more involved. The group acknowledged the urgency of getting CE approval within a limited window and discussed the potential need to help Reed develop the presentation content.

CE Presentation and Sponsorship Planning

The team discussed organizing a CE (Continuing Education) presentation, with Erick emphasizing the importance of following regulations and ensuring the presentation meets the required 60-minute duration. Andrew agreed to reach out to Reed to discuss the outline and structure of the presentation. The group also reviewed sponsorship progress for the Elevate event, noting they have reached mid to high 30,000 in sponsorship dollars, with a goal of reaching 70,000 to break even for the year. Nicole asked Ernest to contact Jim Dunnigan about potentially securing a sponsor, and Ernest agreed to reach out to Jim Gimple about encouraging Regents to participate in the event.

Conference Sponsorship Outreach Strategy

Andrew asked board members to reach out to potential contacts, including TPAs, ancillary vendors, technology vendors, and pharmacy providers, to encourage participation in the upcoming conference and golf tournament. He noted that while core sponsors like Select Health and United are desired, diversifying the attendee base is important. Andrew also shared a successful strategy for promoting the golf tournament, offering to personally connect sponsors with brokers to fill foursomes, which has been effective in securing sponsorships.

Event Space Reconfiguration Planning

The team discussed reconfiguring the event space by closing off half of the Great Hall and using only Great Hall West with the stage. They debated the placement of sponsor booths, considering whether to keep them in the Crossroads area outside the main hall or move them to the newly available space on the other side of the divider. The discussion focused on creating an optimal sponsor experience, with concerns about food placement and crowd flow, though no final decision was made during the meeting.

Sponsor Experience and Budget Concerns

Erick Kuhni raised concerns about the current sponsor experience, suggesting that keeping sponsors in the main presentation room would be better than separating them in a different room. Andrew explained their plan to keep all activities in the main great room, which will be half the size, to prevent attendees from leaving during transitions. Erick also highlighted a significant budget constraint, noting that the event generates half its budget from sponsorships, and questioned whether they should continue with the current model or consider transitioning to a trade show format to improve sponsor value and ROI.

Elevate Event Sponsorship Concerns

The meeting focused on concerns about the upcoming Elevate event, with participants discussing declining sponsor participation and attendance. ErickKuhni emphasized the need to improve the sponsor experience, noting that current sponsorship efforts feel like an afterthought. Ernie Sweat expressed doubt about the event's future, stating it may be the last one due to lack of agent involvement and ROI concerns. The group agreed to focus on making the current event successful for existing sponsors rather than trying to attract new ones, while also acknowledging the need for a complete restructuring of future events.