

NAIFA-Indiana Annual Meeting
October 2, 2019 – 10:00 AM – 12:30 PM – Horizon Convention Center, Muncie, Indiana

Call to Order: The Meeting was called to order by President Barber.

Pledge of Allegiance: The assembly was led in the Pledge of Allegiance by President Barber.

Minutes of the Last Meeting: Secretary Beutter reviewed the minutes from last year's Annual Meeting. A motion was made to accept the minutes from the last meeting. The motion was seconded. The motion carried.

Treasurer's Report: Treasurer Beutter presented the treasurers report as of August 31, 2019 eight months complete. Total assets are \$422,500.29, total income is \$104,086.20 and total expense is \$125,721.80. There is a deficit of \$21,635.60. Beutter commented that the deficit goes back to the lack of dues income. Beutter motioned to accept the treasurer's report. The motion was seconded. The motion carried.

Introductions: Barber recognized the State Board Members and the Summit planning committee. Barber recognized the NAIFA-Indiana staff, Sandy Gray and Mary Beaver. Barber thanked the outgoing board of trustees for their service, Wanda Bell-Brown and Joanne Broadwater.

Report of Governance Committee and Election: President Barber presented the candidates for NAIFA-Indiana Board of Trustees. Nominee for President is Joe Cerdá, MBA, CLU, LILI, nominee for President-elect is Daniel (Dana) Stallings, LILI, nominee for Past President is William Y. Barber, CLU, ChFC, LUTCF, nominee for Secretary/Treasurer is George "Andy" Beutter, LUTCF, FSS and nominees for Trustees are Wanda Bell-Brown, CLU, LUTCF, LILI, Andrea Bogard, LILLI, Joanne Rae Broadwater, LILI, and Zary F. Lete, LUTCF, CLTC, LILI. A motion was made to accept the candidates for the NAIFA-Indiana Board of Trustees as presented. The motion was seconded. The motion carried. Barber reported that at-large members will be added to the Board of Trustees. These names will be announced to the membership as they are added.

Recognition of Trailblazer Members: President Barber recognized the Trailblazer members with forty years or more of membership in NAIFA.

Recognition of YAT's: President Barber recognized the YATs in attendance. President Barber explained that a YAT is a NAIFA member who is 40 years and under or within the first five years in the industry.

IFAPAC: IFAPAC Chairman Kyle Cyr thanked everyone in attendance. Cyr reported that year to date we have 99 members who are PAC contributors. Contributions total just over \$29,000 for the year. Cyr reported that we are number one in our region for percentage of PAC donors based on our membership size. This year at the National convention a goal of \$100,000 to be raised at the meeting was set. Cyr reported that \$101,000 was raised at the meeting. The delegation in attendance from Indiana was at 100% for making contributions at the meeting. The PAC booth will be open tomorrow during the Summit meeting, and we will be soliciting more contributions from everyone. Cyr commented that PAC contributions have never been more important for our industry. Cyr strongly encouraged everyone to go on monthly contributions to PAC.

APIC: Greg Boyer commented that he is here today to report on APIC and government relations. Boyer thanked all the members on the government relations committee. During the legislative session the committee has a weekly conference call to discuss legislation that our lobbyist Jon Zarich presents. Boyer asked that anyone that would be interested in being on the committee to please get in touch with him. Please mark your calendars for Tuesday, January 21, 2020, that is the NAIFA-Indiana Day on the Hill. Boyer stressed that even when there are no big issues to discuss, it is still important to attend Day on the Hill to build relationships with the legislators. Boyer reported that he also works on contacts with the federal legislators. He is looking for contacts for these legislators as well. Please mark your calendar for May 19 and 20, 2020. That is the congressional conference in Washington, DC.

Membership: Chairman Jeff Goralczyk reported on membership. Membership was a definite challenge this year. We started the year with 503 members and our current count is 372. We believe that we are down to our core membership and we hope that the bleeding has slowed. The restructuring of NAIFA caused some issues. The top three reasons given for not renewing were money, no longer being associated with a local and not seeing the value in membership. The board has worked very hard on putting together a value proposition. There is a new pamphlet that has been developed and we would like everyone to have this and reach out to someone that is not a member of NAIFA to join. I need help from everyone. Goralczyk reported that a new tagline from NAIFA is Advocate, Educate and Differentiate. Our new pamphlet outlines this, please use it to recruit new members. We will be offering quarterly meetings for CE either face to face or online for members. Goralczyk reported that the relationship building available through NAIFA is how we differentiate ourselves. Please make use of this pamphlet to recruit new members. National has also introduced graduated fees. One year in the industry or less is \$10 per month, two years is \$20 per month, three years is \$30 per month, four years is \$40 per month and five years or more is \$56 per month. Goralczyk reported on the upcoming legislative event on November 3rd from 4:30 to 7:30.

ByLaw changes: President Barber reviewed the proposed bylaw changes. Section five reads that the President, President-elect, Vice President, Secretary, Treasurer and National Committeeman shall be elected by the delegate council at the annual meeting for a one-year term or until their successors are elected. We are proposing to go to two-year terms. We have decided that one year is not enough time to learn the job. A motion was made to accept the change in the bylaws. The motion was seconded. Discussion was held. The motion carried.

BREAK

Town Hall Meeting: President Barber and National Committeeperson Haffner opened the meeting.

- Tom Gearhart – Legacy Fund – Gearhart reported on the Legacy Fund. The fund has been a tremendous help as we work through building our membership. Tom recognized Susan Wier for managing the Legacy Fund. The Fund has allowed us to maintain stability and enjoy growth. It has helped us meet the objectives of NAIFA-Indiana in trying to grow membership. As the market closed on Monday, we had \$332,000 in the fund. We are doing our best to pay close attention to the use of these funds. The investment guidelines were improved at the last board meeting and this will allow us to continue move forward with NAIFA-Indiana.
- Jon Zarich, NAIFA-Indiana Lobbyist – This year's session will begin in January and end in the middle of March. This is a short session. Last session there was a big issue that came up. There was a legislator that had a telephone solicitation bill. The insurance industry has an exemption from the do not call list. As this bill went through the legislative process there were multiple attempts to remove that exemption. We were able to preserve that exemption and were able to make sure that we didn't have any additional regulations. The IDOI has said that they will not have a bill this year, so we are going to go ahead and have our own. Last year there was proposed legislation on how the insurance industry will handle cyber security threat issues. Jon reported that he believes this issue will come up again in this upcoming legislative session. Another issue that may come up this year will be addressing some of our insurance rebating laws.
- John Haffner – National Convention – John recognized all who attended the National meeting in Orlando, FL. John reported on the leadership training at National and the work that is going into the website. There will be three different websites, but they will be interconnected. It will include an area to market to prospective members as well. John reported that there may be a name change for NAIFA in the future. We will report this to you when we have more information. John recognized all the diplomat PAC contributors in attendance. Next year's national convention will be in Boston October 1-4, 2020.
- President Barber reported that Gary Schliessman will be an at large member of the Board of Directors and Tom Gearhart will remain as an at large member. Barber reported that anyone that would like a list of lapsed and current members should contact the NAIFA-Indiana office. Barber also encouraged members to invite their legislators to the November 3rd meeting. The event is free for members and their spouses.
- Barber opened the floor for questions. He reported on the fact that we have reached out to Kentucky and Ohio to talk about a merger.
- Andy Beutter – FSCP Designation – Beutter reported on the new classes from the American College for the Financial Services Certified Professional designation. These classes are like the LUTCF classes. Beutter commented that NAIFA membership was never better than when we had strong educational opportunities.

These classes can all be taken online, and we have opportunities for students to take the classes in person with a moderator. If anyone is interest in being a moderator, please get in touch with Beutter. Each class is an eight-week class. The classes are \$510 per class and it takes seven classes to obtain the designation.

- Daniel Stallings – LILI – Stallings recognized the recent LILI graduates in attendance, Jeff Goralczyk, Gary Schlessman and Sherrie Kramer. Stallings recognized all past LILI graduates. Stallings reported that we are now recruiting for the next LILI class in 2020. Stallings recognized his co-moderator, Wanda Bell-Brown and his upcoming co-moderator, Joanne Broadwater. Stallings reported that LILI class has been approved for six hours of continuing education with the IDOI.

Installation of Officers and Trustees: Susan Wier, NAIFA Past President installed the 2020 Officers and Directors.

Presentation of Gavel: President Bill Barber presented the President's gavel to Joe Cerdá.

Presentation of Plaque: National Committeeman John Haffner presented President Bill Barber with his President's plaque.

Adjournment: A motion was made for adjournment. The motion was seconded, and the motion carried.