

Board Meeting Minutes

Wednesday, July 19, 2023 12:30pm – 4:00pm
Rosen Centre Hotel, Salons 20/21

In Attendance: Angela Mlynarski, Morgan Campbell, Chris Yarn, Jen LaTour, Tammy Cravotta, Ashley Kapostins, Rhett Robbins, Rachel Hollister, Artie Hoffman, Don Griesheimer, Janet Blum, Josh Hoppe, Ruby Ulloa, Stacy Murphy, Jessica Pippenger, Julie Parks (proxy for Central Florida), Dave Sherrill

Also Attending: David Skinner, Holly Thomas, Vicky Major-Bell, Bob Wool, Mark Hicks, Debbie Hollister, Bill Hepscher

Absent: Corey Lilburn, Carol Taylor, Wayne Sakamoto, Luis Tornes (just accepted SW Presidency)

Called to order at 12:54 by President, Angela Mlynarski. Anti-trust statement was read.

12:56pm A Motion to accept the minutes from the June 9 Board Meeting was made by Artie Hoffman. Ashley Kapostins seconded the motion. All in favor. Minutes approved.

Zoom Meeting in August to approve budget

Sept meeting will be in Palm Beach: 3080 S Jog Rd; Green Acres, FL 33467

1:02 PM

President's Report – Angela Mlynarski

Spent time offering support to the BAMS Committee

SW FL Chapter – ongoing support for chapter continuation and success

-Had a call regarding leadership; continue? Dissolve?

-Future call was scheduled as to their continuation-did not go as planned.

President's message is that no one is trying to dissolve the chapter. Members are reaching out with concerns.

-Chapter members in attendance, met with Angela during the symposium. A board has been determined, presented to President and will continue. Luis Tornes was named President.

-Next steps: they are planning social event, concerned of timing (September)

37 current members – it was suggested they create a "4th quarter Huddle"

-continued support will be ongoing-creating content and understanding the membership will be a focus for support

1:16 PM

Treasurer's Report – Jen LaTour

Budget year starts Sep. 1st, 2023

Jen met with Josh and Dave to learn to balance the books

Still needs Quickbooks Online login from Barbara Rennard

Depending on Dave for ongoing support

Currently have \$209,727.22 on hand with a lot of expenses from Symposium outstanding.

Budget vs. Actuals looks good. \$91k in the black at this time with Symposium expenses still to pay. Budgeted net proceeds of \$54,750 from Symposium. Final numbers should exceed that.

National owes money due to agency dues model not working-get end of the month Membership dues down

BAMS and Membership dues to be added once all balanced out

Money refunded back to the chapters for monies not used for members in national disaster areas – used national monies before state collected funds

Check Detail and Profit & Loss comparison were also both reviewed.

1:28 PM

Executive Director Report – Dave Sherrill

Didn't have time to put together a written report for this meeting.

Bulk of time continued to be on the BAMS event planning

Updated all chapter leadership rosters with NABIP

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- Calendar invites sent for all planned board meetings.
Supporting new treasurer with reports and processes
- 1:30 PM Past President's Council Report – Wayne Sakamoto
Unable to attend, but emailed a brief report: His objectives:
Help local chapters consistent meetings
Past presidents during symposium – reception
Offer 4-hr ethics to local chapters-in person
- 1:32 PM Professional Development Report –Carol Taylor
Absent due to illness
- 1:35 PM Legislative Report – Corey Lilburn
Absent
Dates for DOH 1/29 & 1/30 and Cap Con are set with some details to be determined
- 1:36 PM NABIP PAC Report – Alexis DeLuca
Absent-no report
- 2:35 PM FAHU-PAF Report – Bill Hepscher
Checks were issued to attendees/legislators at the Legislative meet & greet last night.
Raised money for some candidates
Need to establish a board member from each chapter for PAC Board
Need new NABIP Board Members + Past President(s)
2 separate PAC's: NABIP PAC-Fed Leg, FAHU PAF-state Leg/State office
Fundraising strategies are needed and are in discussion
 Need to lean into the local chapters i.e.; 50/50
 PAC booth for BAMS
Need to work at getting messages across to the members for understanding and engagement
Working on creating new bylaws for the state PAC
Bill to offer to speak at chapter meetings to get engagement
- 1:38 PM Agent's Representative – Rachel Hollister
Goal is to be sure agents are kept front of mind
Job Description reviewed -Dave to update from AHU to NABIP
- 1:44 PM Chapter Development & Leadership Report – Julie Parks
She and Mark to work with Chapters to get all certified for 2024 -If we get them all, Florida will receive the Blue Ribbon of Excellence at National Convention
Offered support to Southwest chapter
Pacesetter to be another focus
- 1:48 PM Benefits & Medicare Symposium Report -Morgan Campbell
Thanked the team
Email any feedback for next year
End of August is anticipated for next year
Christi to remain on as our meeting planner for next year
Looking at other venues for next year-Hyatt Regency and The Rosen Centre are contenders. No viable options in Tampa.
Survey will be going out
Strategy and planning have already begun for 2024

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2:02 PM

Membership & Retention Report – Rhett Robbins

Membership Data Pulled 7/16/2023

Chapter	New Members	Total Members 7/23	Total Members 6/23	Member Enrollment Change	New Growth %	Billed Not PAID - May	Billed Not PAID - June	Lapsed April
Capital	0	58	61	-3	-5.2%	10	0	2
Miami	2	39	37	2	5.1%	2	2	1
Southwest	1	39	36	3	7.7%	1	5	1
Gulf Coast	3	61	60	1	1.6%	1	5	2
Jacksonville	0	67	68	-1	-1.5%	1	4	1
Broward	0	62	64	-2	-3.2%	0	3	1
Palm Beach	2	107	111	-4	-3.7%	2	4	3
Tampa Bay	5	133	132	1	0.8%	5	10	1
Central	4	155	154	1	0.6%	1	5	3
Total	17	721	723	-2	0.25%	0	38	15

- 721 total members as of 7/16/2023
- 17 New Members were Added from June to July
- 15 Members Lapsed
- 2 Net GAIN of Membership
- 23 members from May will LAPSE if not renewed asap.
- 38 members in JUNE need to be contacted

Shout out to the **SouthWest** for 7.7% Membership Growth percentage AND **Miami** for 5.1% increase since April. **Keep up the Great Work!**

1. New Membership Campaign for new Board Year, 2023 to 2024
 - 1st campaign - Fall: August 1, 2023, thru Oct 31, 2023
 - 2nd campaign - Spring: Jan 1, 2024, thru Mar 30, 2024
 - 2 PRIZES to Win
 - Highest % Average between New Member Chapter Growth
 - LinkedIn Growth Followers Wins per campaign.
 - \$250 PAID to the winning Chapter for Membership Growth and \$250 for the LinkedIn growth campaign.
 - Prize money (for both campaigns) will be paid to the winning chapters' membership chair budget.

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Chapter Name	Member Total by Chapter				LinkedIn Followers by Chapter			
	Aug	Sept	Oct	Growth %	Aug	Sept	Oct	Growth %
Capital								
Miami								
Southwest FL								
Gulf Coast								
Jacksonville								
Broward								
Palm Beach								
Tampa Bay								
Central FL								

2. Membership & Retention msTeams meeting for all FL Chapters
2nd Wednesday of every month from 2 pm to 3 pm
3. Emailed Flyers to ALL Membership & Retention Chairs
 - a. Membership Chair Hot Sheet by Keith Wallace
 - b. Membership Monthly Meeting Flyer by TT
 - c. New Member Orientation Hot Sheet by Keith Wallace
 - d. New Member Orientation Flyer by TT
4. New Member – 7 touches Program

Use the NABIP FL QR Code - <https://linktr.ee/nabipfl>



Updated – Links to NABIP resources:

New Member Welcome – <https://welcometonabip.org/>
 Agency Dues Model – <https://nabip.org/membership/agency-dues-model>
 Speakers Bureau – <https://nabip.org/professional-development/speakers-bureau>
 Training Videos – <https://videos.nabip.org/>
 Ecommerce – online 24/7 reporting system – <https://nabip.org/chapter-resources/leadership-reports/ecommerce-items>
 Sponsor reports – <https://nabip.org/chapter-resources/leadership-reports/sponsor-reports>
 Monthly Membership Reports – <https://nabip.org/chapter-resources/leadership-reports/membership>
 Tools & Resources – <https://nabip.org/chapter-resources/chapter-tools>
 Triple Crown Info – <https://nahu.org/resources/awards/presidents-triple-crown-program>
 Infographics – <https://nabip.org/membership-resources/promote-yourself/infographics#page-1>
 NABIP PAC – <https://hupac.nabip.org/>
 FAHU-PAF – <https://fahu.org/legislation/fahu-paf>

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Chapters to make the FL Membership calls to be priority, National Call an option.
Rhett to send the membership chair call schedule to the chapter presidents
Met BAMS vendors to get them to become members
Update your chairs with Dave and/or NABIP

- 2:17 PM Break
- 2:55 PM Awards Report – Jen LaTour
Will work with Chapters to follow the rules of awards
Monthly Award Meetings – 3rd Thursday each month-sent to award chairs
8/30 national leadership trainings 1pm
For 2023, Florida received the Landmark and Central received the Pacesetter
- 2:58 PM NABIP Foundation Update – Julie Parks
No report this meeting
- 2:58 PM Ways & Means Report – Chris Kinley
How to generate other revenue
Will work with Holly for ideas and contacts
Spoke with Morgan: idea of having NABIP FL run sponsorship and we get part of funds etc (Howl at the Moon) as a sponsorship; working charities; “kickoff party”; creating tradition for each year; BAMS and DOH opportunities
- 3:10 PM Media Relations/Communications Report – Brittany Livingston
Absent no report
- 3:10 PM Chapter Reports
Capital Area-Don, Pres: off Aug; social in Sep;
Miami- no report
SW- no report
Gulf Coast-Janet Blum, Pres: “Selling Book of Bus” good event; BAMS idea, Last meeting was on Succession planning; next mtg is CE; working on increasing membership
Jacksonville
Broward-Holly gave an update, since Artie had already left: struggled with location and engagement. Louis H. should be listed as Membership Chair. No current Retention Chair
Palm Beach-Stacy, Pres: July off, Aug 2 next mtg, working on sponsors 6-7 confirmed, year planned out except May
Tampa Bay-Jessica Pippenger, Pres: July off, Aug mcr panel, Sep grp panel, member apprec in May drew new members; 4 new bd members
Central-Julie as proxy for Erica: July off except strategic planning, qrtly welcome mtgs, board engaged, annual golf tourn scheduled, trade show in Feb
- 3:44 PM Old Business – none
- 3:45 PM New Business – none
- 3:51 PM Adjourn -Jen motioned, Rachel 2nd, all in favor. Meeting adjourned at 3:51pm

Next meeting will be Wednesday 8/23 from 10-11:30am via Zoom to approve the 23-24 Budget.