



USA Alliance Mid-Year Meeting Minutes – Dallas TX March 4th, 2019

Members Present: Dan Braude, Bill Brecht, R.C. Chaffin, Bryan Clark, Paul Davis, Colin Wills (for Kerry Dillard), Jennifer Dotter, Wes Duesenberg, Van Griffin, Gary Holleder, Fran Johnson, Mike Johnson, Jennifer Larsen-Jensen, Tim Makowski, Phil Mavon, John Mundelius, Jim Roe, Kathy Schroeder, Frank Powell

Members not present: Adam Devine, David Miller, Patti Nunnally, Kevin Tromer, Robert Tuscano, John Wood

USA Alliance President, Jennifer Larsen-Jensen, called the meeting to order at 8:01 am on March 4th, 2019

Each person introduced themselves to the group

Review of the minutes from the annual meeting in Bentonville, Arkansas – Kathy Schroeder moved to suspend the reading of the minutes, Van Griffin 2nd. Minutes were accepted.

Treasurers Report was given by Tim Makowski. R.C. Chaffin motioned and was seconded by Dan Braude to accept. Motion passed.

Wes Duesenberg gave an update on the by-laws. The by-laws have been completed and registered in the state of Georgia.

Wes Duesenberg reported on the Medical Captive program – There needs to be more participation which will allow the smaller groups to participate. There are not enough willing to participate at this time to justify pursuing this. It was agreed to table this for a year or two and revisit the subject again.

Jennifer Larsen-Jensen reported that due to all officers of the board of director's terms ending in 2020 it was decided that the terms for Vice President, Dan Braude, and Vice President, Bill Brecht, would now end in 2021.

COMMITTEE UPDATES

Carrier Committee – Frank Powell, John Mundelius, Jason Griffin

Issued by Frank Powell

It was decided that the following companies would be invited to the annual meeting in French Lick, Indiana:

- Jeff Kamrowski, Music (Jeff had to cancel joining us at the Bentonville meeting due to a scheduling conflict)
- Bret Strickland, Atlantic Casualty
- Rupert Hall, Golden Bear

If one of these is not available, next on the list is someone from Hudson Insurance Group, possibly Bill Schmidt.

Information Sharing Committee – Tripp Duesenberg, Kevin Tromer, Jim Roe

Issued by Tripp Duesenberg

- The committee would like to add a message board/portal to the USA Alliance website for sharing information, i.e. good carriers, bad carriers.
- Create a training tool for sharing product information, proprietary training. Schoox is the product being looked at; the cost is \$4.00 per person, per month. We would have the ability to upload videos, pdfs, slide shows. The setup fee is a couple thousand dollars. Each member manages their own information for the training portal for product knowledge to be used by their employees. Tripp will have a demo for the fall meeting.

Carrier Production –

- Tripp will send out a survey asking each member for production by carrier for 2018 using Survey Monkey allowing the responses to be anonymous. There must be 100% participation for this to be effective.
- Jim Roe suggested the numbers be broken down by LOB/State.
- Dan Braude asked that we have these numbers in time for the carriers at the fall meeting.

Membership/Nominations Committee – R.C. Chaffin, Kerry Dillard, Andy Roe, John Wood

Names discussed:

Rupert Hall, Golden Bear, may be a consideration but there is concern as to whether or not that would be a conflict of interest.

Billie Gorrell, Ashley Insurance Agency, Billie was previously nominated but had too many abstains. Anyone that knows Billie needs to make a point of introducing her to other USA Alliance members when there is an opportunity.

Robert Strickland may be a consideration but there is concern as to whether or not that would be a conflict of interest.

R.C. will send out a survey to all members; applications will be sent to those that qualify.

There was a discussion regarding whether there need to be terms of membership. If someone doesn't attend a certain number of meetings in a row, are they out? Some members are asking

if they're getting enough out of the investment of time and money. Does there need to be a return to the round table discussion with more emphasis on information sharing?

The member list will change to the entity name instead of the individual name.

Up & Comers Committee – Patrick Roe, Shawn Chaffin, Matt Mundelius, Tripp Duesenberg, Robin Tuscano, Taylor Matthews

Issued by Patrick Roe

The committee had a conference call to discuss the purpose of the group; to grow leadership and networking. Should this be limited to USA Alliance members or should NAGA be included?

Other ideas included:

- Possibility of a get-together at University West in August, maybe get a carrier to sponsor this
- USA Alliance Round Table for Next Gen at WSIA

Public Relations Committee – Adam Devine, Matt Mundelius, Gary Hollederer

- Adam is working on the website
- We need to target who we are
- Do we do a London trip similar to the Scottsdale meeting?
- Meeting room at WSIA
 - Have a table(s) in the Broker Lounge where there is more visibility, make a point to use the table(s)
 - Bryan Clark will arrange for a table at WSIA

Vendor Committee – Shawn Makowski, Jennifer Dotter, Jennifer Brecht, Van Griffin

Shawn reported by email:

We need to figure out what our direction is after this meeting. Maybe somebody has a good idea, or maybe we determine that it isn't worth it because of the difficulty in accomplishing something like this. Maybe my idea of just finding out who everyone uses for inspections, and swag, and whatever would be the most helpful thing to then let each member determine how they would want to proceed and if there might be some benefit in five or six members doing their own thing and then reaching out to everyone to see if they want to be involved.

Tripp will add a question to the survey asking which inspection companies are being used.

The committee may be disbanded after the fall meeting.

2019 Annual Meeting – Patrick Roe, Andy Roe

Issued by Patrick Roe

The dates are October 17th – 20th, 2019

Fifty rooms have been blocked at West Baden Springs Hotel

Currently the only activity scheduled is golf on Saturday

A Dine Around on Friday night would keep the cost down, could be in French Lick or Jasper (a 30 minute drive)

Suggested airports are Indianapolis or Louisville

Code of Ethics Discussion

The Code of Ethics was reviewed and accepted with one change. The second to last paragraph is to read as follows:

The Ethics Committee will review the evidence gathered, hear the respective positions of the parties and, after deliberation, provide a recommendation of action to the Board of Directors which will act thereon promptly after unanimous agreement of the board.

Fran Johnson made a motion to approve the change, Bill Brecht seconded and the motion was passed.

New Business

Annual Meeting Budget

- Have a nonrefundable registration fee of \$250 per person to offset. Bill Brecht made a motion to accept, Dan Braude seconded and the motion was passed
- Plan off-site events to lower costs
- Patrick Roe will send the 2019 budget to Jennifer Larsen-Jensen and Tim Makowski

Mid-Year Meeting 2020

- Have the meeting immediately prior to the WSIA Underwriting Summit meeting which is 3/1/20-3/4/20. Come in on Saturday, February 29th for dinner, hold USA Alliance meeting on Sunday to be finished in time for the opening reception.
- Bryan Clark will arrange for a meeting room.

NAGA

- There was further discussion as to whether or not to have some sort of joint event with NAGA but not enough interest from members of USA Alliance

- Dan Braude and Jennifer Larsen-Jensen will work together to come up with a few ideas that would make it beneficial

The 2020 Annual Meeting will be in California. Bryan Clark is looking at different locations and costs involved, this may be an October meeting.

The 2021 Annual Meeting location will be decided upon at the 2019 Annual Meeting.

Tim Makowski made a motion to adjourn the meeting at 4:51 pm, R.C. Chaffin seconded

Respectfully submitted by Jennifer Brecht, March 25TH, 2019