

# NABIP Tulsa

Virtual/4200 E Skelly Dr. 3<sup>rd</sup> Flr, Tulsa, OK 74135

## Board Meeting Minutes

March 7, 2024

|   |                               |   |                                          |   |                               |
|---|-------------------------------|---|------------------------------------------|---|-------------------------------|
| x | Jennifer Helms – President    |   | Jennifer Brittain – Director             | x | Kristan Carlton – Awards      |
| x | Greg Holley – Past President  | x | Eve Adams – Media/Communications         |   | Lisa Irby – Scholarship       |
| x | Tim Brooks – Pres Elect       |   | Mike Stephens - Trustee                  | x | Andrea Blevins – Leg Co-Chair |
|   | – Vice President              | x | James Ashford - Legislative              |   | – Public Service              |
|   | Jennifer Brittain - Secretary |   | Cindy Ramirez – Membership/Retention     | x | Dan Frye - Membership         |
| x | Tim Brooks- Treasurer         | x | Tim Brooks – HUPAC                       |   |                               |
|   | Brooke Riley – Director       |   | Mike Stephens – Professional Development |   |                               |
| x | David Harder - Director       | x | Ryeann Miller – Hospitality              |   |                               |

*(Bold denotes Voting Board for 2023-2024)*

Call to order @ 10:08

**Old Minutes** – Did not have time to review Feb minutes. We will vote at April Board Meeting.

**Treasurer Report** – Report attached. Tim reported that only 2 partner payments are in. **Greg and Eve will follow up on their payments. Tim will send the outstanding list to Mike.** We have not made all the Cap Con reimbursements so hopefully we will get partner payments in and can wait on cashing in CD and not pay penalty. We currently have \$4,000 in the bank plus the 2 CDs. Gross profit YTD is about \$1,700.

Discussion about monthly meeting sponsorships. Jennifer H stated that her and James started working on Sponsorships and creating a annual list of sponsorships available to sell. Just ran out of time at the end of the year. **Jennifer will get with Mike and James to see if we can get it finalized.**

Jennifer H had sent information about square reader for contactless payment because with the new phones the square adapter does not work. Greg made a motion for the board to purchase 2 new readers and cases, not to exceed \$150. David 2<sup>nd</sup>. Motion passed. Eve will work on that and send receipts to Tim for reimbursement.

**Membership/Retention** – Cindy was not in attendance, but Dan reported that we have 137 members. Membership report attached. Reviewed new members and lapsing members. **Eve will reach out to Kim Buker and Pam Long. Greg will reach out to Alicia. Dan will check if Holly Huddle is on Mercer agency or just a new individual member.**

Jennifer H reported that she confirmed on the membership national dues that the \$8 increase has no end. Jennifer H expressed concern about this infinite increase and feels like it is something we need to discuss as it will likely impact membership numbers. Probably start at the region level and go from there.

Cindy also talked to Bob Tretter about membership drive and allowing \$50 off membership at Spring Symposium. If we know of new members, tell them to wait and join after Symposium. **Cindy will check with Bob to confirm if that \$50 comes off national dues and not part of our dues.**

**Legislative** – James reported that the dental MLR bill is being discussed right now and there will be an OP Shout going out about it soon. They are trying to get this blocked in committee because it should not have even been able to come back again this year since it was killed last session. There is also a vision bill that they are watching that gives the doctor the ability to go to the free market for materials and would also limit marketing for carriers.

Andrea and James discussed Day at the Capitol. They have decided to do it on our own and is scheduled for April 11<sup>th</sup>. They are working on details and will get it out once finalized. Tentative, 11:30-1:30 CE and lunch, 2-4 office visits and 4:30-7 HH with legislators.

**Professional Development** – Mike reported March is leg update and is working on Spring Symposium.

**Awards** – Kristan, nothing new to report for this year's awards. Tulsa and State got Leg awards at Cap Con!! WOO HOO

**Communications/Media/Website** – Eve, nothing new to report. Please let us know if you see anything on the website that needs to be updated. Still work in progress with new platform, but looks great...so much better.

**HUPAC** – Tim, nothing to report. We did make annual PAC contribution at Cap Con, but they didn't make a big announcement about it like they normally do.

**Public Service** – Will discuss later.

**Hospitality** – Ryeon, nothing to report. **Greg will check with the club to see when the remodel will be done.**

**Scholarship** – Lisa, not in attendance. Nothing to report.

### **Old Business:**

P&P's – done and saved in one drive.

### **New Business:**

Cap Con – how did it go? Does anyone want to talk for a min at March meeting about it? – Good reviews about Cap Con. We will see if Cindy wants to talk since this was her 1<sup>st</sup> time.

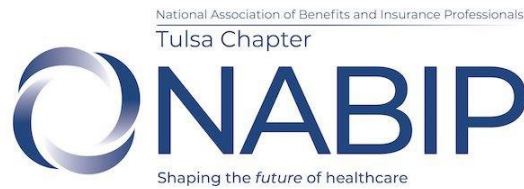
Trivia Night recap – Event went well. We are meeting after to recap. We think we will be a little over \$13k raised.

NABIP Tulsa Merch – **Kristan will send out some Merch info to board to review**

Luncheon sponsors/sponsor page with set pricing – discussed previously

Square purchase of new hardware; <https://squareup.com/shop/hardware/us/en/products/chip-credit-card-reader-with-nfc> - discussed previously

**Meeting Adjourned** – 11:13



**NABIP Tulsa Board Meeting Agenda**  
**Thursday, March 7, 2024**  
**10:00 – 11:00am Richmond Plaza**

**Board Meeting:**

|                    |                |
|--------------------|----------------|
| Minutes (Feb 2024) | Jennifer Helms |
| Treasurer's Report | Tim Brooks     |

**Chairperson Reports:**

|                              |                 |
|------------------------------|-----------------|
| Membership                   | Cindy Ramirez   |
| Legislative                  | James Ashford   |
| Professional Development     | Mike Stephens   |
| Awards                       | Kristan Carlton |
| Communications/Media/Website | Eve Adams       |
| PAC                          | Tim Brooks      |
| Public Service               |                 |
| Hospitality                  | Ryeann Miller   |

**Old Business:**

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**New Business:**

Cap Con – how did it go? Does anyone want to talk for a min at March meeting about it?

Trivia Night recap

NABIP Tulsa Merch

Luncheon sponsors/sponsor page with set pricing

Square purchase of new hardware; <https://squareup.com/shop/hardware/us/en/products/chip-credit-card-reader-with-nfc>

**Next Board Meeting – 4/4/2024**

**Next Monthly Luncheon – March 28, 2024 – Leg update with Seth and Andrea (Connie?)**

# NABIP Tulsa

## Profit and Loss by Tag Group

July 1, 2023 - March 7, 2024

|                                      | TOTAL              |
|--------------------------------------|--------------------|
| Revenue                              |                    |
| Bank Interest Income                 | 0.04               |
| Fall Forum                           |                    |
| Fall Forum Registration              | 4,587.37           |
| Fall Forum Sponsorships              | 4,284.64           |
| <b>Total Fall Forum</b>              | <b>8,872.01</b>    |
| Fundraisers                          |                    |
| Half the Pot                         |                    |
| Half the Pot Income                  | 198.00             |
| <b>Total Half the Pot</b>            | <b>198.00</b>      |
| <b>Total Fundraisers</b>             | <b>198.00</b>      |
| Monthly Membership Meeting Income    | 3,779.37           |
| NABIP Tulsa Partners                 | 1,000.00           |
| NAHU Membership Dues                 | 4,720.97           |
| Newsletter Sponsorship               | 436.20             |
| Trivia Night                         |                    |
| Trivia Night Expense                 | -16,178.07         |
| Trivia Night Income                  | 16,178.07          |
| <b>Total Trivia Night</b>            | <b>0.00</b>        |
| <b>Total Revenue</b>                 | <b>\$19,006.59</b> |
| GROSS PROFIT                         | <b>\$19,006.59</b> |
| Expenditures                         |                    |
| Advertising & Marketing              | 26.43              |
| Fall Forum Expense                   |                    |
| Fall Forum Meal                      | 4,813.55           |
| Fall Forum Speaker                   | 519.07             |
| <b>Total Fall Forum Expense</b>      | <b>5,332.62</b>    |
| Hospitality                          |                    |
| Speaker Gifts                        | 250.00             |
| <b>Total Hospitality</b>             | <b>250.00</b>      |
| Legislative                          |                    |
| HUPAC                                | 665.00             |
| Lobbyist                             | 4,600.00           |
| <b>Total Legislative</b>             | <b>5,265.00</b>    |
| Monthly Membership Meeting Expense   | 3,613.50           |
| Other Business Expenses              |                    |
| Accountant                           | 1,100.00           |
| Bank Charges & Fees                  | 4.20               |
| Continuing Education Course          | 25.00              |
| D&O Insurance                        | 714.67             |
| Office Supplies                      | 69.99              |
| Quickbooks                           | 220.83             |
| <b>Total Other Business Expenses</b> | <b>2,134.69</b>    |

# NABIP Tulsa

## Profit and Loss by Tag Group

July 1, 2023 - March 7, 2024

|                                           | TOTAL              |
|-------------------------------------------|--------------------|
| Website & Communications                  |                    |
| Domain Registration                       | 599.00             |
| StarChapter                               |                    |
| Monthly Service Charge                    | 89.60              |
| <b>Total StarChapter</b>                  | <b>89.60</b>       |
| <b>Total Website &amp; Communications</b> | <b>688.60</b>      |
| <b>Total Expenditures</b>                 | <b>\$17,310.84</b> |
| NET OPERATING REVENUE                     | <b>\$1,695.75</b>  |
| NET REVENUE                               | <b>\$1,695.75</b>  |



Register



Terminal



Stand



Stand Mount

Reader  
for contactless and chipReader  
for magstripe

Accessories



Hardware kits

Square Reader for contactless and chip (2nd generation)

Overview

Specs

[Contact sales](#)

In stock · Free and expedited shipping available

## Square Reader for contactless and chip (2nd generation)

\$59.00 or \$21.00/mo with financing\* [i](#)

A simple way to accept contactless cards, Apple Pay, and chip cards on the go or at your counter. Now with a longer battery life, plus enhanced connectivity and security.

Compatible software [Square for Retail](#)[Square for Restaurants](#)[Square Appointments](#)[Square Point of Sale](#)



### Please choose a model of Square Reader

**Square Reader (1st generation)**

Save \$10

**Square Reader (2nd generation)**

Click [here](#) to compare Square Reader models, or click [here](#) for detailed specifications for the Square Reader (2nd generation).

### Do you want a dock?

**No, I don't need the dock**

Yes, add Bosstab Dock for Square Reader **+\$39.00**

— 1 +

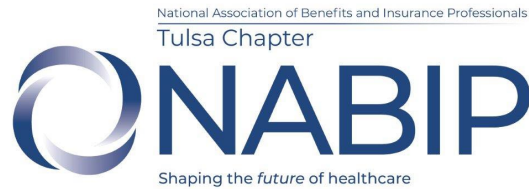
Add to cart • \$59.00



### Free shipping (3-4 business days)

Expedited shipping (1-2 business days)

**Q Square offsets the carbon emissions from shipping.**



## Committee Report

**Cindy Ramirez – Membership Chair**

**Date of Board Meeting:** 03.07.2024

**Committee:** Membership / Retention Report

**We have 137 members as of 03/06/2024**

### New Members:

| ID     | First_Name | Last_Name | Company                 | Join_Date | Paid_Thru  | Email                     | Status | Work_Phone     |
|--------|------------|-----------|-------------------------|-----------|------------|---------------------------|--------|----------------|
| 516897 | Holly      | Hubbell   | Mercer                  | 2/29/2024 | 2/28/2025  | holly.hubbell@mercerc.com | Active | (303) 330-9767 |
| 516799 | David      | Crider    | CommunityCare           | 2/22/2024 | 11/30/2024 | dcrider@ccok.com          | Active | 918-408-5081   |
| 516636 | Kelly      | Holley    | FlexPlan Administrators | 2/12/2024 | 2/28/2025  | kholley@flexplanadmin.com | Active | (918) 524-6350 |
| 516620 | William    | Vann      | Verus Benefits          | 2/10/2024 | 2/28/2025  | shaun@verusbenefits.com   | Active | (918) 200-9725 |

### Lapsing Members:

| ID     | First_Name | Last_Name    | Company                     | Join_Date  | Paid_Thru | Email                        | Status | Work_Phone     |
|--------|------------|--------------|-----------------------------|------------|-----------|------------------------------|--------|----------------|
| 353029 | Kim        | Buker        | Tedford Insurance           | 10/31/2013 | 1/31/2024 | kimb@tedfordinsurance.com    | Active | (918) 296-2907 |
| 376541 | Alicia     | Tiefenthaler | Summit Financial Group      | 1/31/2017  | 1/31/2024 | atiefenthaler@yoursummit.com | Active | (918) 231-3937 |
| 507529 | Zachary    | Everett      | Aflac                       | 5/24/2022  | 2/29/2024 | Zachary_Everett@us.aflac.com | Active | (580) 916-2999 |
| 510781 | Cindy      | Johnson      | Cindy Johnson, NAIS Advisor | 2/6/2023   | 2/29/2024 | cjohnson@na-insurance.com    | Active | (918) 619-5919 |
| 501891 | Pamela     | Long         | BPS - Alera Group           | 1/18/2021  | 2/29/2024 | pamela.long@alera.com        | Active | (918) 398-2600 |

**Termed Members:** None

**Card Expirations:** None