

National Association of Benefits and Insurance Professionals - Nevada

Annual Strategic Planning Meeting
August 14, 2025, 1:36 PM – 2:17 PM
Virtual Meeting – Zoom Application

Attendance Report: Mike Dillon, Tara Jacquet, Don Goldmann, Jason Casey, Julie Ann Evans, Deborah Makiri, Heidi Sterner, Cindy Samuels and Joy Gardner

Absent: Aliana Rushing, Melani Hendersen and Jason Reed

Guests: Elizabeth Kent

1. Meeting was called to order by President Mike Dillon at 1:36 PM.
2. Roll call of attendees was taken by sight by Secretary, Don Goldmann, from the Zoom application, which lists the name for all those attending virtually, including the guest, who was welcomed by the Secretary. Quorum confirmed. Connectivity confirmed.
3. President Mike Dillon offered a welcome to all board members, along with guest Elizabeth Kent, and made some introductory comments along with words of appreciation for the hard work that the board members have offered to take on this year.
4. Last year's Strategic Planning Meeting minutes were reviewed by the Secretary and Julie Ann Evans made a motion to approve those minutes with Don Goldmann seconding the motion. Unanimously approved.
5. An overview of the nature of a Strategic Planning Meeting was provided by Don Goldmann.
 - Discussion of how a Strategic Planning Meeting is different from a Leadership Training program.
 - i. A Strategic Planning Meeting focuses on defining an organization's direction by reviewing the chapter's mission and vision statements while also setting the chapter's long and short-term goals and evaluates budgets in order to best allocate resources.
 - ii. A Strategic Planning Meeting takes a "30,000 foot high" view of the chapter's needs in terms of organizational direction and goals while a Leadership Training Program reviews, at a granular level, the specific tasks of a given board position while focusing on skill development.

- iii. The board's Leadership Training Program will be done at a future board meeting.
 - Discussion of the value of using the Landmark Award criteria to help set a state chapter's goals because, that award criteria act as a guideline for building a successful state chapter.
6. All board members were encouraged to read the By-Laws and P&Ps, and brief comments were made on the subject.
 - The By-Laws and P&P Chairperson entered his report in the Addendum of these minutes.
7. Review of the chapter's current mission statement by Mike Dillon.
 - Discussion of chapter's mission statement which currently reads, "NABIP-Nevada advocates for our members, provides professional development and delivers resources to promote excellence."
8. Review of chapter's vision statement by Mike Dillon.
 - Discussion of chapter's vision statement which reads, "NABIP-Nevada is the preeminent organization for health insurance and employee benefits professionals."
9. No changes were requested in either the Mission or Vision statement.
10. Discussion of the state chapter's goals for the board year 2025-26.
 - Discussion and agreement of the President's goals included:
 - i. Qualify for the Landmark Award by supporting each officer in areas of needed improvement, since following the awards protocols is a good method for running a successful chapter; the award is a guidebook to success.
 - ii. Will help with membership recruitment for the local chapters.
 - iii. While the state enrollment went from 213 to 224 this past board year, this year's desired goal is a 20% increase.

- iv. Mike Dillon will perform the Media tasks for the state chapter, and the goal is to bring awareness of the industry to the Nevada community by getting published at least two news stories statewide.
- v. Review the Kapsher Consulting opportunities for growth and update Constant Contact.
- Discussion and agreement of the Vice President President's goals included:
 - i. To support the President's efforts.
 - ii. To assist the other board Vice Presidents and Chairpersons.
 - iii. Work with the local chapter Presidents with, hopefully, teleconferences to improve everyone lines of communications, share best practices and help to provide them with the resources and tools they need.
 - 1. Working with our VP Chairs at the State and the local level.
 - 2. Continuing communications within both local and state to ensure we are supporting our local chapters.
 - 3. Create working groups with our Local and State Presidents to meet monthly to discuss wins and concerns.
 - iv. Mike Dillon will take the lead to put out feelers of dates and times to hold such teleconferences.
- Discussion and agreement of the Treasurer's goals included:
 - i. The annual budget for the 2025-26 Board Year was discussed, and it has been included in the Addendum of these minutes.
 - 1. The final approval of the budget will be voted upon at the September board meeting in order to give everyone more time to review it.
 - ii. The Medicarians' event has been zeroed out for this board year's budget as not being viable for the chapter.

1. Heidi Sterner, Aliana Rushing and Jason Casey, who were involved in the event last year, were consulted and agreed with discontinuing the chapter's involvement in the event.
- iii. The cost for the executive director's service from Kapsher are going up from \$200 to \$225 per month based on the membership increase of the last board year.
 1. The increase is consistent with the contract entered into last board year.
 2. The Carothers Agency has funded the cost of the service through the end of 2025 and will take the lead on finding another sponsor for 2026.
 - iv. To provide accurate monthly budget and other financial reports as needed.
 - v. To provide a state chapter 2025-26 Annual Budget, which has been sent to board members already.
 - vi. To review the year end 2024-25 budget versus actual income and expenses.
 - vii. To have state chapter view the check book balance at the beginning of the year in the same manner as other chapters, since it is considered "reserves".
 - viii. To maintain a debit card for purchases as deemed necessary.
 - ix. Significant aspects of the annual budget review included:
 1. The chapter's 2024-25 end of year Annual Budget, included in the Addendum of these minutes, was thoroughly reviewed.
 2. The proposed 2025-26 annual budget, included in the Addendum of these minutes, will be voted on for approval in the September, monthly Board of Directors' meeting.
 3. A review of the year end 2024-25 budget showed that the chapter had a surplus of \$163.56 for the board year.

4. The July US Bank statement, included in the Addendum, shows a balance on June 30, 2025, of \$37,720.63
 5. This state chapter views the \$37,720.63 check book balance in the same manner as other chapters view reserves.
- Discussion and agreement of the Secretary's goals included:
 - i. The minutes will meet more of the awards criteria this board year.
 - ii. Get the draft minutes of each monthly board meeting out to all board members within one week of the meeting, so that a more robust review of everyone's memory of the activities at the meeting can be had.
 - iii. Encourage all board members to help them get all reports submitted in writing for each monthly board meeting before the meeting.
 1. Encouragement for those being successful in meeting that goal will be provided via the Secretary's report each meeting and hopefully this new process will improve report submission.
 - iv. Work with the VP of Communications/Media Relations and the Executive Director's staff to get all board minutes, and other relevant reports posted to the chapter's website as soon as possible after release of the information.
 - v. Coordination with the VP of Awards will occur to ensure that the minutes contain the necessary information and documentation to maximize award points for this year's award submissions.
 - vi. Support every board member to achieve most of their goals.
 - Discussion and agreement of the Vice-President of Legislation's goals included:
 - Discussion and agreement of the Vice-President of Awards' goals included:
 - i. To use the Landmark award as a guide and encouragement tool to get everyone on the board to do the best they can in managing their respective areas in order to maximize the state chapter's chance for success in winning the award at the 2026 national annual convention.

- ii. To apply for as many points for the Landmark award to give our state chapter the best chance to win in the 101-250 small chapter size.
 - iii. Since 50% of all those chapters in the "Small" size category are eligible to win, as long as four or more chapters apply, we have a chance to prevail but, if only Minnesota and Nevada apply, Minnesota will be tough to beat.
 - iv. Offer suggestions to the President about topics that need to be covered in the monthly Board of Directors meetings in order to maximize the number of award points that can be gained.
- Report of the Vice-President of Media and Communications' goals:
 - i. The chapter intends to create media pieces recognizing the members of the board by their name and place of business in an attempt to gain some media recognition for both the board member and the chapter.
 - ii. The chapter will enhance the number of media releases this board year.
- Discussion and agreement of the Vice-President of Professional Development's goals included:
 - i. Chapter Leadership Training
 - 1. To review the NABIP Professional Development Officer Guidebook and corresponding material related to the Professional Development position.
 - i. This was completed on July 26th for the NABIP-NV meeting.
 - 2. To complete the Professional Development online training videos (09/08/23 & 08/10/20).
 - i. This was completed on June 23, 2025,
 - ii. Education/Programs – To continue to organize and hold a monthly meeting to include Vice Presidents of Professional Development Programs Chairs, the Professional Development committee members, the Vice President of Media & Communications, the Presidents and any others who would like to attend.

1. These meetings are typically held on the fourth Friday of each month and are designed to collaborate and create meaningful education opportunities at the local chapter level for our members and non-members.
2. The goal is to discuss and plan future events, topics of interest, and opportunities for CEs at the local level; as well as to help facilitate the programs schedules at the local level for several months in advance.
 1. This will require the support of the Vice Presidents of Professional Development, Programs Chairs and our members as we seek ideas for topics that will encourage attendance at the monthly luncheons.
 2. This will also require support from the Vice Presidents of Media & Communications / Kapsher Consulting to make sure the events are advertised timely.
- iii. NABIP NV Free CE Series - To continue to provide a monthly CE program free to all licensed professionals throughout the state. When applicable, to facilitate timely submission of all necessary material to be reviewed for CE. To continue to complete all the necessary steps required to manage CEs and to do so in a timely manner.
 1. This may require collaboration from all BOD members at the state and local levels to submit topic ideas and speakers.
- iv. NABIP Education Foundation - To encourage the local chapters to promote educating the public on healthcare and healthcare financing options. Also, to help insurance professionals utilize the tools on NABIPs website to help consumers better understand insurance.
- v. NABIP Mentor Program - To encourage the local chapters to promote the NABIP Mentor Program and encourage all insurance professionals to consider joining the mentor program as either a mentor or mentee.

- vi. Succession Planning - To increase the Professional Development committee to assist with the planning process of the local chapter's monthly luncheons, events, etc. and to assist with the CE process.
 - 1. This will require input from current board members to find people who are interested in joining the committee.
 - 2. This will also require the creation of a policies and procedures manual that would outline, step-by-step, the processes involved in applying for and maintaining CEs for the chapters.
- vii. The policies and procedures manual has been started and will be completed by August 31, 2025.
- viii. To attend the Region 8 Professional Development meetings.
- Discussion and agreement of the Vice-President of Membership's goals included:
- Discussion and agreement of the NABIP-PAC Committee Chairperson's goals included:
 - i. Meet with the 2 local chairs quarterly to strategically plan new ways to better promote PAC.
 - ii. Raise awareness via social media and newsletters about the importance of contributing to our own PAC.
 - iii. Increase participation in each chapter by 5% (individuals) and 100% participation of all board members.
- Discussion and agreement of the Medicare Committee Chairperson's goals included:
 - i. To be up on the latest news for Medicare that will be of relevance that I can pass on to the locals.
 - ii. Support the locals in any way possible regarding any Medicare Summits/Meetings including help with speakers/vendors/topics.
 - iii. Attend Capital Conference to help lobby for relevant Medicare changes that affect brokers and Seniors, but not at the expense of the brokers.

- Discussion and agreement of the Southern Nevada chapter President's goals included:
 - i. Achieve Pacesetter in 2026 by following Pacesetter guidelines.
 - ii. Increase PAC contributors by 5%.
 - iii. Increase membership by 10%.

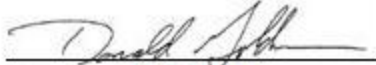
- Discussion and agreement of the Northern Nevada chapter President's goals included: Absent with a written report submitted and entered into these minutes.
 - i. Begin to write a monthly "News from the President" article in our chapter newsletter.
 - ii. Grow the chapter's small & large group broker/member involvement.
 - iii. Create a timeline/deadline for every board position for certain tasks and create a long-term system that fosters success for every position, not just this board year, but as a guide for future board years as well.
 - 1. For example, VP of Finance Proposed Budget deadline of November, Charity choosing deadline, Expo Date planning deadline, Nominations Committee appointing deadline, etc.
 - iv. Find a way to incorporate into the annual sponsorships a commitment for them to advertise the chapter's monthly luncheons to their brokers, or provide the chapter a call list of their brokers to reach out to.

- Closing Comments by President, Mike Dillon:
 - i. If there are any more goals that someone would like to discuss, that discussion can be held at a later time.
 - ii. Appreciation was expressed for all those who sent in their reports and for the efficient use of time throughout the meeting.
 - iii. Mike expressed excitement at being the leader this board year of such a dedicated group of people and please reach out to him in any way when you need his assistance.

11. A motion to adjourn was made by Julie Ann Evans and Joy Gardner seconded that motion. Unanimously approved.

President, Mike Dillon, adjourned the meeting at 2:17 PM.

Report submitted by Secretary Don Goldman



Donald Goldman

Addendum

Budget Review Data 2024-25

NABIP NEVADA Budget - 7/2024 thru 6/2025

	July 24		August 24		September 24		October 24		November 24		December 24		January 25	
	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget
Ordinary Income/Expense														
Income														
Program Income														
Membership Dues \$60 X 221 members	1,035.00	1,100.00		1,100.00	2,385.00	1,100.00	1,575.00	1,100.00	560.00	1,100.00	677.50	1,100.00	672.50	1,100.00
Non-Profit Revenue-CE Classes		0.00		0.00		0.00		0.00		0.00		0.00		0.00
NABIP NV BenCon (Benefit Conference)		0.00		0.00		0.00		0.00		0.00		0.00		0.00
Other Income														
Other Income - Big I & NAFIA Reimburse for Day on the Hill expenses		0.00		0.00		0.00		0.00		0.00		0.00		0.00
Reimbursed Expenses														
Accounting Fees		0.00		0.00		0.00		0.00		0.00		0.00		0.00
D & O Insurance - NABI SN		0.00		0.00		0.00		0.00		0.00		0.00		0.00
D & O Insurance - NABIP NN		0.00		0.00		0.00		0.00		0.00		0.00		0.00
Kapsher Consulting-Carothers Insurance Agency, LLC	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00
Liability Insurance - NABIP SN		0.00		0.00		0.00		0.00		0.00		0.00		0.00
Liability Insurance - NABIP NN		0.00		0.00		0.00		0.00		0.00		0.00		0.00
Lobbyist Fees - NABIP SN	1,150.00	1,150.00		0.00		0.00	1,150.00	1,150.00		0.00		0.00	1,150.00	1,150.00
Lobbyist Fees - NABIP NN	1,150.00	1,150.00		0.00		0.00	1,150.00	1,150.00		0.00		0.00		1,150.00
Medicarians Income		0.00		0.00		0.00		0.00		0.00		0.00		0.00
Travel & Meetings		0.00		0.00		0.00		0.00		0.00		0.00		0.00
Total Income	<u>3,635.00</u>	<u>3,700.00</u>	<u>300.00</u>	<u>1,400.00</u>	<u>2,685.00</u>	<u>1,400.00</u>	<u>4,175.00</u>	<u>3,700.00</u>	<u>860.00</u>	<u>1,400.00</u>	<u>677.50</u>	<u>1,400.00</u>	<u>2,122.50</u>	<u>3,700.00</u>
Expenditures														
Business Expenses														
Business Registration Fees (SOS Filing?)		0.00		0.00		0.00		0.00		0.00		0.00		0.00
Professional Development Expenses														
NABIP NV BenCon Food & Beverage		0.00		0.00		0.00		0.00		0.00		0.00		0.00
NABIP NV BenCon Continuing Ed		0.00		0.00		0.00		0.00		0.00		0.00		0.00
NABIP NV BenCon Marketing (Badges, Flyers, etc)		0.00		0.00		0.00		0.00		0.00		0.00		0.00
Raffle Prize - NABIP SN Golf Tourney		0.00		0.00		0.00		0.00		0.00		0.00		0.00
Raffle Prize - NABIP NN Expo		0.00		0.00		0.00		0.00		0.00		0.00		0.00
Contract Services														
Accounting Fees (Tax filing + audit)		0.00		0.00		0.00		0.00		0.00		0.00		0.00
Bank Charges & Fees		0.00		0.00		0.00		0.00		0.00		0.00		0.00
Constant Contact	155.00	155.00	155.00	155.00	167.00	155.00	167.00	155.00	167.00	155.00	167.00	155.00	167.00	155.00
Domain Name Registration (GoDaddy)		0.00		22.00		23.17		0.00		0.00		0.00		0.00
Kapsher Consulting	400.00	200.00		200.00	400.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00
License Fees - Quickbooks	60.00	65.00	65.00	65.00	65.00	65.00	65.00	65.00	65.00	65.00	65.00	65.00	65.00	65.00
Lobbyist Fees	3,000.00	3,000.00		0.00		0.00	3,000.00	3,000.00		0.00		0.00	3,000.00	3,000.00
Website Fees (Star Chapter)	59.00	59.00	53.00	59.00	53.00	59.00	53.00	59.00	53.00	59.00	53.00	59.00	58.00	59.00
Other Expenditures														
Awards - Silver State Distinguish Awards		0.00	109.89	0.00		0.00		0.00		0.00		0.00		0.00
Insurance - Liability Policy		0.00		0.00		0.00		0.00		0.00		0.00		0.00
Insurance - D and O		0.00		0.00		0.00		0.00		0.00		0.00		0.00
Office Supplies (postage)	36.00	15.00		0.00		0.00		15.00		0.00		0.00		15.00
Professional Development CE costs														
Travel and Meetings														
Annual Convention Expense 3 (includes State Dinner)	683.20	0.00		0.00	1,316.80	0.00		0.00		0.00		0.00		0.00
NABIP Education Foundation Donation		0.00		0.00		0.00		0.00		0.00		0.00		250.00
NABIP PAC Admin Fund Donation		0.00		0.00		0.00		0.00		0.00		0.00		600.00
Capital Conference Expense 2 (Includes State Dinner)		0.00		0.00		0.00		0.00		0.00		0.00		0.00
Day on the Hill (Every other year)		0.00		0.00		0.00		0.00		0.00		0.00		0.00
Medicarians Expense														
NABIP NN EXPO / NABIP SN Golf Tournament		0.00		0.00		0.00		0.00		0.00		0.00		0.00
Regional 8 Expenses		0.00		0.00		0.00		0.00		0.00		0.00		0.00
Total Expense	<u>4,393.20</u>	<u>3,494.00</u>	<u>382.89</u>	<u>501.00</u>	<u>2,024.97</u>	<u>479.00</u>	<u>3,485.00</u>	<u>3,494.00</u>	<u>485.00</u>	<u>479.00</u>	<u>485.00</u>	<u>479.00</u>	<u>3,290.00</u>	<u>4,344.00</u>
Net Ordinary Income / (Loss)	<u>758.20</u>	<u>206.00</u>	<u>82.89</u>	<u>899.00</u>	<u>660.03</u>	<u>921.00</u>	<u>690.00</u>	<u>206.00</u>	<u>375.00</u>	<u>921.00</u>	<u>192.50</u>	<u>921.00</u>	<u>1,167.50</u>	<u>644.00</u>

**NABIP NEVADA Budget -
7/2024 thru 6/2025**

	February 25		March 25		April 25		May 25		June 2025		June 2025	7/1/24 thru 6/30/25
	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual YTD	BUDGET
Ordinary Income/Expense												
Income												
Program Income												
Membership Dues \$60 X 221 members	432.50	1,100.00	840.00	1,840.00	1,650.00	1,100.00	950.00	1,100.00	1,952.50	1,100.00	12,730.00	14,040.00
Non-Profit Revenue-CE Classes	96.25	0.00	1,259.52	0.00	1,259.52	0.00	0.00	0.00	0.00	0.00	96.25	0.00
NABIP NV BenCon (Benefit Conference)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Income												
Other Income - Big I & NAIFA Reimburse for Day on the Hill expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Reimbursed Expenses												
Accounting Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
D & O Insurance - NABI SN	625.00	625.00	0.00	0.00	575.00	0.00	0.00	0.00	0.00	0.00	575.00	625.00
D & O Insurance - NABIP NN	600.00	625.00	0.00	0.00	575.00	0.00	0.00	0.00	0.00	0.00	575.00	625.00
Kapsher Consulting-Carothers Insurance Agency, LLC	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	2,400.00	3,600.00
Liability Insurance - NABIP SN	390.00	390.00	364.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	364.00	390.00
Liability Insurance - NABIP NN	390.00	390.00	364.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	364.00	390.00
Lobbyist Fees - NABIP SN	0.00	0.00	0.00	0.00	1,150.00	1,150.00	0.00	0.00	0.00	0.00	4,600.00	4,600.00
Lobbyist Fees - NABIP NN	1,150.00	0.00	0.00	0.00	1,150.00	1,150.00	0.00	0.00	0.00	0.00	4,600.00	4,600.00
Medicarians Income	0.00	0.00	5,815.65	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,815.65	0.00
Travel & Meetings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Income	2,086.25	3,430.00	8,643.17	2,240.00	3,840.48	3,700.00	950.00	1,400.00	1,952.50	1,400.00	29,119.42	28,870.00
Expenditures												
Business Expenses												
Business Registration Fees (SOS Filing?)	245.00	245.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	245.00	245.00
Professional Development Expenses												
NABIP NV BenCon Food & Beverage	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NABIP NV BenCon Continuing Ed	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NABIP NV BenCon Marketing (Badges, Flyers, etc)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Raffle Prize - NABIP SN Golf Tourney	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Raffle Prize - NABIP NN Expo	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Contract Services												
Accounting Fees (Tax filing + audit)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Bank Charges & Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Constant Contact	167.00	155.00	167.00	155.00	167.00	155.00	167.00	155.00	185.00	155.00	1,998.00	1,880.00
Domain Name Registration (GoDaddy)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	23.17	22.00
Kapsher Consulting	400.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	2,600.00	2,400.00
License Fees - Quickbooks	65.00	65.00	65.00	65.00	65.00	65.00	65.00	65.00	65.00	65.00	775.00	780.00
Lobbyist Fees	0.00	0.00	0.00	0.00	3,000.00	3,000.00	0.00	0.00	0.00	0.00	12,058.00	12,000.00
Website Fees (Star Chapter)	58.00	59.00	58.00	59.00	58.00	59.00	58.00	59.00	58.00	59.00	614.00	708.00
Other Expenditures												
Awards - Silver State Distinguish Awards	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	170.00	0.00	109.89	170.00
Insurance -Liability Policy	0.00	0.00	1,092.00	1,180.00	0.00	0.00	0.00	0.00	0.00	0.00	1,092.00	1,180.00
Insurance - D and O	0.00	0.00	0.00	0.00	1,718.00	1,890.00	0.00	0.00	0.00	0.00	1,718.00	1,890.00
Office Supplies (postage)	0.00	0.00	0.00	0.00	0.00	15.00	0.00	0.00	0.00	0.00	36.00	60.00
Professional Development CE costs	0.00	0.00	0.00	0.00	141.25	0.00	120.00	0.00	0.00	0.00	0.00	0.00
Travel and Meetings												
Annual Convention Expense 3 (includes State Dinner)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00	0.00	2,000.00	3,000.00
NABIP Education Foundation Donation	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	250.00
NABIP PAC Admin Fund Donation	900.00	0.00	150.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	750.00	600.00
Capital Conference Expense 2 (includes State Dinner)	659.76	2,250.00	659.68	0.00	941.24	0.00	822.95	0.00	0.00	0.00	1,764.27	2,250.00
Day on the Hill (Every other year)	0.00	0.00	600.00	0.00	156.29	0.00	740.47	0.00	0.00	0.00	896.76	600.00
Medicarians Expense	0.00	0.00	2,670.35	0.00	900.00	0.00	1,252.15	0.00	0.00	0.00	0.00	0.00
NABIP NN EXPO / NABIP SN Golf Tournament	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Regional 8 Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Expense	2,494.76	2,974.00	3,442.67	2,259.00	7,346.78	5,384.00	3,425.57	479.00	508.00	3,649.00	31,763.84	28,015.00
Net Ordinary Income / (Loss)	408.51	456.00	5,200.50	19.00	3,506.30	1,664.00	2,475.57	921.00	1,444.50	2,249.00	163.58	855.00

Bank Account and Reserve June 2025



Business Statement

Account Number:
1 537 5762 3456
Statement Period:
Jun 2, 2025
through
Jun 30, 2025

INFORMATION YOU SHOULD KNOW (CONTINUED)

SILVER BUSINESS CHECKING

Member FDIC

U.S. Bank National Association

Account Number 1-537-5762-3456

Account Summary

	# Items	\$	
Beginning Balance on Jun 2			36,276.13
Other Deposits	1		1,952.50
Other Withdrawals	4		508.00-
Ending Balance on Jun 30, 2025		\$	37,720.63

Other Deposits

Date	Description of Transaction	Ref Number	\$	Amount
Jun 10	Electronic Deposit REF=251600129641590N00	From NATIONAL ASS5237 2362144394APR DUES		1,952.50
Total Other Deposits			\$	1,952.50

Other Withdrawals

Date	Description of Transaction	Ref Number	\$	Amount
Jun 11	Electronic Withdrawal REF=251610055370830N00	To INTUIT * 0000756346QBooks Onl4889379		65.00-
Jun 17	Electronic Withdrawal REF=251670187867300N00	To CONSTANTCONTACT 00092688348552295506		185.00-
Jun 20	Electronic Withdrawal REF=251710081914390N00	To KAPSHER CONSULTI 9215986202SALE		200.00-
Jun 26	Electronic Withdrawal REF=251760084641920N00	To StarChapter LLC 00092998458667753205		58.00-
Total Other Withdrawals			\$	508.00-

Balance Summary

Date	Ending Balance	Date	Ending Balance	Date	Ending Balance
Jun 10	38,228.63	Jun 17	37,978.63	Jun 26	37,720.63
Jun 11	38,163.63	Jun 20	37,778.63		

Balances only appear for days reflecting change.

ANALYSIS SERVICE CHARGE DETAIL

Account Analysis Activity for: May 2025

Account Number:	1-537-5762-3456	\$	0.00
Analysis Service Charge assessed to	1-537-5762-3456	\$	0.00

Service Activity Detail for Account Number 1-537-5762-3456

Service	Volume	Avg Unit Price	Total Charge
Depository Services			
Combined Transactions/Items	9		No Charge
Subtotal: Depository Services			0.00
ACH Services			
ACH Received Addenda Item	1		No Charge
Subtotal: ACH Services			0.00
Fee Based Service Charges for Account Number 1-537-5762-3456			\$ 0.00

Proposed Annual Budget for 2025-26

NABIP NEVADA Budget - 7/2025 thru 6/2026

	Jul 25	Aug 25	Sept 25	Oct 25	Nov 25	Dec 25	Jan 26	Feb 26	Mar 26	Apr 26	May 26	Jun 26
Ordinary Income/Expense												
Income												
Program Income												
Membership Dues \$60 X 225 members	1,125.00	1,125.00	1,125.00	1,125.00	1,125.00	1,125.00	1,125.00	1,125.00	1,125.00	1,125.00	1,125.00	1,125.00
Non-Profit Revenue-CE Classes	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NABIP NV BenCon (Benefit Conference)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Income												
Other Income - Big I & NAIFA Reimburse for Day on the Hill expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Reimbursed Expenses												
Accounting Fees	0.00	0.00	0.00	0.00	0.00	0.00	300.00	0.00	0.00	0.00	0.00	0.00
D & O Insurance - NABI SN	0.00	0.00	0.00	0.00	0.00	0.00	0.00	625.00	0.00	0.00	0.00	0.00
D & O Insurance - NABIP NN	0.00	0.00	0.00	0.00	0.00	0.00	0.00	625.00	0.00	0.00	0.00	0.00
Kapsheer Consulting-Carothers Insurance Agency, LLC	450.00	450.00	450.00	450.00	450.00	450.00	300.00	300.00	300.00	300.00	300.00	300.00
Liability Insurance - NABIP SN	0.00	0.00	0.00	0.00	0.00	0.00	0.00	390.00	0.00	0.00	0.00	0.00
Liability Insurance - NABIP NN	0.00	0.00	0.00	0.00	0.00	0.00	0.00	390.00	0.00	0.00	0.00	0.00
Lobbyist Fees - NABIP SN	1,150.00	0.00	0.00	1,150.00	0.00	0.00	1,150.00	0.00	0.00	1,150.00	0.00	0.00
Lobbyist Fees - NABIP NN	1,150.00	0.00	0.00	1,150.00	0.00	0.00	1,150.00	0.00	0.00	1,150.00	0.00	0.00
Medicarians Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Income	3,875.00	1,575.00	1,575.00	3,875.00	1,575.00	1,575.00	4,025.00	3,455.00	1,425.00	3,725.00	1,425.00	1,425.00
Expenditures												
Business Expenses												
Business Registration Fees (SOS Filing?)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	245.00	0.00	0.00	0.00	0.00
Professional Development Expenses												
NABIP NV BenCon Food & Beverage	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NABIP NV BenCon Continuing Ed	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NABIP NV BenCon Marketing (Badges, Flyers, etc)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Raffle Prize - NABIP SN Golf Tourney	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00
Raffle Prize - NABIP NN Expo	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100.00	0.00
Contract Services												
Accounting Fees (Tax filing + audit)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Bank Charges & Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Constant Contact	185.00	185.00	185.00	185.00	185.00	185.00	185.00	185.00	185.00	185.00	185.00	185.00
Domain Name Registration (GoDaddy)	0.00	0.00	25.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Kapsheer Consulting	200.00	225.00	225.00	225.00	225.00	225.00	225.00	225.00	225.00	225.00	225.00	225.00
License Fees - Quickbooks	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00
Lobbyist Fees	3,000.00	0.00	0.00	3,000.00	0.00	0.00	3,000.00	0.00	0.00	3,000.00	0.00	0.00
Website Fees (Star Chapter)	59.00	59.00	59.00	59.00	59.00	59.00	59.00	59.00	59.00	59.00	59.00	59.00
Other Expenditures												
Awards - Silver State Distinguish Awards	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	130.00
Insurance -Liability Policy	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,180.00	0.00	0.00	0.00
Insurance - D and O	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,890.00	0.00	0.00
Office Supplies (postage)	15.00	0.00	0.00	15.00	0.00	0.00	15.00	0.00	0.00	15.00	0.00	0.00
Professional Development CE costs \$1.25 X 215 = \$260	22.50	22.50	22.50	22.50	22.50	22.50	22.50	22.50	22.50	22.50	22.50	21.25
Travel and Meetings												
Annual Convention Expense 2 (includes State Dinner)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00
NABIP Education Foundation Donation	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NABIP PAC Admin Fund Donation	0.00	0.00	0.00	0.00	0.00	0.00	600.00	0.00	0.00	0.00	0.00	0.00
Capital Conference Expense 2 (Includes State Dinner)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00	0.00	0.00	0.00	0.00
Day on the Hill (Every other odd numbered year)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Medicarians Expenses			0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
NABIP NN EXPO / NABIP SN Golf Tournament	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Regional 8 Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Expense	3,596.50	866.50	591.50	3,581.50	566.50	566.50	4,181.50	3,811.50	1,746.50	5,571.50	666.50	3,695.25
Net Ordinary Income / (Loss)	318.50	1,008.50	983.50	293.50	1,008.50	1,008.50	(156.50)	(356.50)	(321.50)	(1,846.50)	758.50	(2,270.25)

By-Laws and P&Ps

Chairperson of the By-Laws and P&P Committee Goals

Develop and get passed any necessary By-Law changes with particular emphasis on aligning the chapter's By-Law language to conform, when possible, to changes at the national levels.

Review existing P&Ps and make changes as needed, sunset unneeded P&Ps, add new P&Ps as needed and work with the other members of the P&P committee to have P&Ps conform, when possible, with the national organization's approach to P&Ps.