**2017 SAC State Executives Agenda**

**Collaboration between state associations (Ohio meeting discussion)**

* Knight, Grady and Albright attended the meeting and will provide update and answer questions
* How can we leverage our collective resources to provide important member benefits?
* How can we share resources to manage expenses and meet financial challenges?

**Market access programs**

* Has anyone fundamentally changed what you are doing in this area in the past year?
* Is this an area that you see as a growth opportunity over the next 1-3 years?
* How much focus are you putting into this area?

**Governance modernization (State & National)**

* Has you state association made any changes to its governance model/structure over the past couple of years?  If so, what?
* Are any significant changes to your state’s governance model being discussed?
* Should we continue to beat the drum for “modernization” at IIABA when there is seemingly little appetite at the IIABA BOD level to address the issue?

**New for-profit programs**

* What are our emerging income opportunities?
* What are your new, most promising programs?

**Workforce development**

* How active is your association in trying to recruit new talent into the industry?
* What are you finding to be successful in this area?
* How active are your members in offering internships?

**Best ways to communicate with members (video, etc.?)**

* Our marketing folks are meeting this week to discuss this matter for a day and half.  Perhaps someone can give an update??

**Member engagement & recruitment**

* What does your year over year membership numbers look like?  How many members lost (for whatever reason) vs. how many new members joined?
* How are you measuring membership engagement?
* Were any membership campaigns particularly effective?

**E&O Commission Sharing**

* How did you all respond to the Missouri letter?  If you’ve not responded, what are your thoughts?

**How does our value propositions need to evolve to best serve our members?**

**Other items**

**Adjourn**