

ARTICLE I- Name & Territorial Limits

Section 1. This Organization shall be known as the Inland Empire Association of Health Underwriters, hereinafter referred to as this Association, a non-profit corporation incorporated as such under the laws of the state of California and chartered by the National Association of Health Underwriters.

Section 2. The territorial limits of this Association shall be confined to the Counties of San Bernardino & Riverside. These shall not be changed unless permission first has been obtained from the governing bodies of the local association currently having jurisdiction in such territory, if applicable, and of the California State Association of Health Underwriters and the Board of Trustees of The National Association of Health Underwriters.

Article II – Purposes

Section 1. The objectives of this Association shall be:

A. To promote the common business interests of those engaged in the sale of health, disability and related insurance products and services.

B. To advance public knowledge for the need and benefit of the financial protection provided by health, disability and related insurance products and services.

C. To promote the adoption and application of high standards of ethical conduct in the health, disability and related insurance products and service industry.

D. To provide and promote a program of continuing education and self-improvement of Association members.

E. To increase the knowledge of members concerning the principles, functions and applications of health, disability and related insurance products and services.

F. To promote education, legislation, regulation and practices which are in the best interest of the health, disability and related insurance industry and thus provide financial protection to the insuring public.

G. To encourage adequate protection against the hazards of disability as part of a well-rounded health, disability and related insurance products and services program.

H. To do such other things and to carry out such other programs so as to further the purposes of the National Association of Health Underwriters.

Section 2. This Association and its members recognize an obligation to present accurately, honestly and completely every fact essential to the client's decision as expressed in the National Association of Health Underwriters Code of Ethics which is considered a part of these bylaws.

ARTICLE III- MEMBERSHIP

Section 1. Membership in this association will be available under the following designations:

- Individual Members- An individual member may be any individual licensed by his/her state licensing authority for the sale of health, disability and related insurance products and services. Individual members may also include non-licensed individuals engaged in the distribution of health, disability and related insurance products and services such as, but not limited to, home office personnel and others engaged in the management and distribution of such products. Individual members who have paid their annual national, state and local dues will also be referred to as Active Members.
- Associate Members- Are Active Members of another local AHU who have requested membership in this Association.

ARTICLE IV- NATIONAL AND STATE AFFILIATION

Section 1. This Association agrees to be bound by the bylaws of the State and National Association of Health Underwriters as adopted and amended.

Section 2. The Board of Directors shall provide for the prompt review, approval and forwarding of all reports required or requested by the State and National Association of Health Underwriters.

Section 3. Insofar as possible, this Association shall be represented by its proper delegates, or their duly appointed alternates, at the annual meeting of the State and National Association of Health Underwriters.

ARTICLE V- DUES AND FINANCE

Section 1. Each active member of this Association shall pay local, state and national annual dues. Such annual dues shall be payable on the first day of the member's anniversary month as recorded by the National Association of Health Underwriters. All dues shall be submitted to and through the National Association of Health Underwriters. Any individual member more than sixty (60) days in arrears in payment of dues shall be dropped from the rolls as a member in good standing.

Section 2. The Board of Directors shall determine the amount of annual dues of this Association. This Associations dues may only be changed once a year and will be in effect from January 1st through December 31st of each year. Not later than the fifteenth (15th) of September of each year, or a date specified by the National Association of Health Underwriters, if this Association plans to increase or decrease its local chapter dues for the following calendar year, the President shall advise the National Association of Health Underwriters in writing of the Board approved dues for the following year.

Section 3. The fiscal year of this Association shall begin on the first day of July of each year.

Section 4. This Association's books of accounts shall be reviewed and/or audited at least once each fiscal year. The Board of Directors shall name the auditors/reviewers.

Section 5. The Board of Director's shall determine the official depository(ies) for Association funds and shall designate one or more Board members in addition to the Treasurer to sign or countersign checks or other documents for the disbursement of such funds.

ARTICLE VI- OFFICERS (Amendment 2019-2020)

Section 1. The officers of this Association shall be: President, President-Elect, Immediate Past President, Secretary, Treasurer, Membership Chair, ~~Retention Chair,~~ ~~Education Chair,~~ Legislation Chair, Professional Development Chair, PAC Chair, Awards Chair, Communication Chair, Vanguard Chair & Medicare Chair.

Section 2. Each officer, except the Association Executive, shall be an active member of this Association, and the State and National Association of Health Underwriters.

Section 3. All officers, except the Association Executive, shall serve without compensation.

Section 4. All officers shall take office on the first day July of each year following their election and shall serve for a term of one year.

Section 5. The office of Immediate Past President shall be filled automatically by the outgoing President. In the event there is no outgoing President, this office shall remain vacant.

Section 6. If the office of the President shall become vacant due to death, disability,

resignation, or removal by due process, the President-Elect shall assume the office for its unexpired term and the term of President for the succeeding year and the office of President-Elect shall become vacant until the next regular election. If the office of President becomes vacant and there is no President-Elect, the order of succession shall be Treasurer, and then Secretary.

Section 7. If the office of President-Elect shall become vacant due to death, disability, resignation, or removal by due process, or by succession to the Presidency under Article VI., Section 6, the President shall, within thirty (30) days of the effective date of vacancy, appoint a member of this Association in good standing to fulfill the duties of the office for its unexpired term. The appointment shall be subject to a three-fourths (3/4) vote of approval by the Board of Directors. The office itself shall remain vacant until the next regular election.

Section 8. If the offices of Secretary and/or Treasurer become vacant due to death, disability, resignation, recall or removal by due process, or by succession under Article VI., Section 6, the office(s) shall be filled by appointment by the President. The appointment shall be subject to three-fourths (3/4) vote of approval of the Board of Directors and shall be only for the unexpired term of the office(s). Appointees shall assume the title and duties of the office(s).

ARTICLE VII— DUTIES OF OFFICERS

Section 1. The duties of the officers shall be as follows:

President - The President shall be the chief elected officer of this Association and shall preside over all meetings of this Association and the Board of Directors. The President shall be an ex officio member of all standing and special committees except the Nominations Committee.

President-Elect - The President-Elect in the absence of the President shall preside at all meetings of this Association and the Board of Directors and shall perform such other duties as may be assigned by the President or Board of Directors.

Immediate Past President - The immediate Past President shall serve as an advisor to the Board of Directors and perform other duties as assigned by the President or Board of Directors.

Secretary - The Secretary shall be responsible for keeping all records of membership, attendance, membership dues and minutes of the meetings of this Association and the

Board of Directors and shall perform other duties as may be assigned by the President or Board of Directors.

Treasurer - The Treasurer shall be responsible for receiving all funds and dues paid to this Association. Dues shall be forwarded to the National Association of Health Underwriters, where they will be deposited, and the local portion remitted back to this Association on a monthly basis. The Treasurer shall deposit all other funds in this Association's official depository(ies) and shall disburse such funds upon the order of the Board of Directors. The accounts and books of the Treasurer and this Association shall be open at all time for inspection by the President, the Board of Directors, and any authorized auditors. The Treasurer shall be responsible for the completion and submission of forms required by laws governing the administration and/or tax status of this Association.

Association Executive - The Association Executive Director is appointed by the Board of Directors, for such period, such compensation, and with such authority, duties, facilities and assistance as the Board of Directors may determine. The Association Executive Director shall have no vote.

ARTICLE VIII - BOARD OF DIRECTORS (Amendment 2019-2010)

Section 1. The Board of Directors shall consist of 13 officers and 4 elected (and/or appointed) directors (and the optional Association Executive, ex officio).

The Board of Directors 13 Officers Consist of:

President, President-Elect, Immediate Past President, Secretary, Treasurer, Membership Chair, ~~Retention Chair, Education Chair,~~ Legislation Chair, Professional Development Chair, PAC Chair, Awards Chair, ~~and~~ Communications Chair, Vanguard Chair, and Medicare Chair.

B. The Board of Directors 4 Elected Officers Consist of:

~~Sponsorship Chair,~~ Hospitality ~~Chair~~ Committee Leader, Community Service ~~Chair~~ Committee Leader, Golf Committee Leader and Member-at-Large.

Section 2. Each director shall be an active member of this Association, and the State and National Association of Health Underwriters.

Section 3. All directors shall serve without compensation.

Section 4. All directors shall take office on the first day of July of each year following their election, and shall serve for a term of one year. (See Article VI, Section 4.)

Section 5. The Board of Directors shall determine the policies and activities of this Association, approve the budget, authorize all expenditures and disbursements, and has the authority and responsibility to manage this Association's affairs.

Section 6. The Board of Directors shall meet no less than four (4) times per year or at the call of the President. The meetings shall be held at such times and places as may be determined by the President or Board of Directors. A written notice of the time and place of all regular meetings of the Board of Directors of this Association shall be distributed to each member of the Board by the President not less than thirty (30) days prior to the meeting.

Section 7. The Board of Directors may transact business by mail or electronic means by voting upon proposals presented to them. Any such proposal shall be adopted if at least three-fourths (3/4) majority of the entire Board returns affirmative votes. The members of the Board of Directors shall be advised of the results of such balloting no less than seven (7) days after the vote is tabulated.

Section 8. A majority of the Board of Directors shall constitute a quorum for the transaction of business.

Section 9. In the event a director position becomes vacant due to death, disability, resignation, recall or removal by due process, or by succession under Article VI., Section 6. The position shall be filled by appointment by the President. The appointment shall be subject to three- fourths (3/4) vote of approval of the Board of Directors and shall be only for the unexpired term of the office(s).

Section 10. Responsibilities and duties of directors:

Membership Chair- ~~Recruitment of new members and promotion of Association benefits and values.~~ Making every effort toward growing membership, while contributing toward common goals of the chapter, as a committee member. Maintaining good membership records. Promoting monthly dues payments through recurring monthly payments – members on bank draft have a higher retention rate than annual paying members. Recruitment of new members and promotion of Association benefits and values. Monitor and follow up with renewals with current members. Participating on monthly teleconference calls with your State

~~Retention Chair- Monitor and follow up with renewals with current members.~~

~~Education Chair- Organize and develop CE (Continuing Education) classes and events for IEAHU Members' education.~~

Professional Development Chair - Identify key areas of the market & education to promote value to increase membership & chapter revenues. Improving the knowledge and expertise of the members by providing quality education, and a source providing a source of revenue for the chapter by seeking out & securing key sponsorships. Provide quality programing for monthly luncheon & other chapter events. Organize and develop CE (Continuing Education) classes and events for IEAHU Members' education.

Legislation Chair- Participate in Legislative activities and communicate updates with IEAHU members.

Political Action Chair (PAC)- Participate in PAC activities and communicate updates with IEAHU members.

Awards Chair- Track and document IEAHU activities for award consideration.

Communications Chair- Organize and develop outreach of IEAHU Events & IEAHU news with members **through all communication channels including Social Media.**

~~Sponsorship Chair- Responsible for securing sponsorship for IEAHU Events.~~

Vanguard Chair - The chair must execute Vanguard Council initiatives at the local level that have been strategically designed to support long-term growth, retention and engagement. These initiatives, along with supporting resources, will be provided to local chairs from the national committee or Vanguard Council state chair. Projects that have been developed include the Vanguard Council Goes to College Initiative, established to inform college student of the health insurance industry and pair interested students with an internship in the field for college credits, and a Networking Event Planning Guidebook, to foster events to bring members and non-members together for relationship building and as a revenue generating opportunity for chapters. Attend local board chapter meetings to represent the Vanguard Council's objectives, goals, and

projects. Collaborate with like-minded local committees to ensure all efforts are maximized and cohesive.

Medicare Chair - Medicare Chair is to appoint a working committee, with a max. of 4 lives, all familiar with Medicare. Help the Pres-Elect with the Sales Symposium held every March and be put on the working committee for the Senior Summit held every August. As the Chair and spoke person for the Chapter, it is their duty to make sure that Medicare is represented at every event, as to ensure Medicare agents participate and become a part of the association for those not currently enrolled in NAHU. Additionally, try to get those non-members to our monthly luncheons. When working with the Program chair, include continued education and CE for the Medicare Agent. Reinforce the importance of the Social Security Certification.

Golf Committee Leader – Organize & lead the committee responsible for planning & running the IEAHU Chapter's Annual Golf Event.

Hospitality ~~Chair~~ Committee Leader - Responsible for greeting and sign-in documentation for IEAHU Events. Assist with finding & securing venues for IEAHU Events as necessary.

Community Service ~~Chair~~ Committee Leader - Organizing IEAHU Community Service activities and Charitable events.

Member at Large- Required to be an active member of at least 1 or more IEAHU BOD committees, and assist other committee's and activities as needed.

ARTICLE IX - NOMINATIONS AND ELECTIONS

Section 1. The election of officers and directors shall be held at the annual meeting of this Association.

Section 2. At least three (3) months prior to the date of the annual meeting, the President shall appoint a Nominations Committee and Nominations Committee Chair which will be Immediate Past President. The duties of this committee shall be to solicit and receive nominations and to prepare a slate of candidates. The Nominations Committee shall have general charge of the election process including the preparation, distribution, collection and counting of ballots, and reporting the results.

Section 3. The Nominations Committee shall prepare a ballot containing the names of all qualified nominees and distribute ballot materials to active members at least one (1) month prior to the date of the annual meeting. The ballots shall be cast in person at

the May Board of Directors Meeting. Board must approve selections by three-fourths (3/4) vote and then present to membership at May membership meeting. Membership may vote by email or in person by paper during Annual Meeting in June. Approval by general membership is simple majority vote.

ARTICLE X – COMMITTEES (Amendment 2019-2020)

Section 1. There shall be the following standing committees:

- Awards
- ~~Education~~ Professional Development
- Legislation
- Political Action Committee (PAC)
- Membership—~~New and Retention~~
- Nominations
- Communication
- Vanguard
- Medicare

Section 2. The President shall appoint the chairs and members of all standing, special or ad hoc committees and task forces, subject to the approval of the Board of Directors.

Section 3. The Board of Directors shall establish guidelines for all committees and task forces regarding usual duties, terms of office, and requirements for reports unless otherwise specified in these bylaws.

Section 4. The administration of the fiscal affairs of all standing, special and ad hoc committees and task forces are vested in the Board of Directors.

ARTICLE XI— RECALL AND REMOVAL FROM OFFICE

Section 1. An officer, member of the Board of Directors, committee member or chair, or task force member or chair may be removed from office in the event of such acts of dishonesty, fraud, misrepresentation, or other reasonable cause as would prevent the effective performance of his/her duties.

Section 2. No elected officer or board member, or appointed committee member or

chair, or appointed task force member or chair may be removed from office without a three-fourths (3/4) vote of the Board of Directors at any regular or special meeting at which a quorum is present.

Section 3. The process for removal shall be; Notice of removal must be sent by registered mail to the affected individual advising him/her of the action taken or about to be taken. Removal by due process requires notification prior to the vote for removal from office. The Board of Directors and/or twenty-five percent (25%) of this Association's membership can initiate removal. Removal can only be achieved by a three-fourths (3/4) vote of the Board of Directors.

Section 4. Failure to achieve the required vote for removal will cause the immediate reinstatement of the recalled individual to office. Any appointee replacing the recalled officer shall also immediately be discharged.

Section 5. Any individual member of this Association shall lose all rights and privileges of office under this Association if his/her license to sell insurance is revoked or if he/she is convicted of a felony or gross misdemeanor.

ARTICLE XII - PARLIAMENTARY AUTHORITY

Section 1. The current edition of "The Standard Code of Parliamentary Procedure" (Sturgis) governs this Association in all parliamentary situations that are not provided for in the law or in its charter, bylaws or adopted rules.

ARTICLE XIII -AMENDMENTS

Section 1. Amendments to these bylaws, if in conformity with the policy of the National Association of Health Underwriters, may be adopted by a three- fourths (3/4) vote of the active members of this Association present at any meeting of this Association, provided that written notice of the meeting and of the proposed amendment(s) shall have been given to the members at least one month prior to the meeting, and provided further that a quorum is present at the meeting.

Section 2. One-tenth (1/10) of this Association's membership shall constitute a quorum.

ARTICLE XIV— INDEMNIFICATION

Section 1. This Association may, by resolution of the Board of Directors, provide for indemnification by this Association of any and all its Directors or officers or former Directors or officers against expenses actually and necessarily incurred by them in

connection with the defense of any action, suit or proceeding, in which they or any of them are made parties, or a party, by reason of having been Directors or officers of this Association, except in relation to matters as to which such Director or officer or former Director or officer shall be adjudged in such action, suit or proceeding to be liable for negligence or misconduct in the performance of duty and to such matters as shall be settled by agreement predicated on the existence of such liability for negligence or misconduct.

ARTICLE XV - DISSOLUTION

Section 1. Dissolution of this Association requires the passing of a Resolution of Resignation by a three-fourths (3/4) vote of all active members. The adopted resolution shall be sent by the Secretary of this Association by registered mail to the Executive Vice President of the National Association of Health Underwriters and shall become effective upon acceptance by the Board of Trustees. Upon acceptance of the Resolution of Resignation by the Board of Trustees, individual members of this Association shall become active members of the existing local association nearest them in their state, or their state association, or members-at-large if no other association exists within their state.

Section 2. This Association, by taking the action to resign, shall surrender all rights to use the name, emblem, insignia, plate, sign, label or phrase indicative of membership in this Association.

Section 3. This Association's charter with the National Association of Health Underwriters may be suspended or revoked in accordance with appropriate sections of the bylaws of the National Association of Health Underwriters.

Section 4. This Association shall use funds only to accomplish the objectives and purposes specified in these bylaws and no part of said funds shall inure or be distributed to its members in the event this Association is dissolved or its charter revoked for cause in violation of the bylaws of the National Association of Health Underwriters. Immediately upon dissolution or revocation of its charter, this Association's Board of Directors shall return all remaining Association funds to its state association. If there is no state association, the funds shall be sent to the National Association of Health Underwriters for placement in escrow. Funds placed in escrow will be distributed in accordance with the procedures outlined in the bylaws of the National Association of Health Underwriters.

ARTICLE XVI - PREVIOUS BYLAWS SUPERCEDED

Section 1. These bylaws, as revised, supercede all provisions of any previous bylaws of this Association.

APPENDIX A - NAHU Code of Ethics

- To hold the selling, service and distribution of disability insurance and health insurance plans as a professional and a public trust and to do all in my power to maintain its prestige.
- To keep paramount the needs of those whom I serve.
- To respect my clients' trust in me, and to never do anything which would betray their trust or confidence.
- To give all service possible when service is needed. ➤ To present policies factually and accurately, providing all information necessary for the issuance of sound insurance coverage to the public I serve.
- To use no advertising which may be false or misleading.
- To consider the sale of disability income and health insurance plans as a career, to know and abide by the insurance laws of my state, and to seek to constantly increase my knowledge and improve my ability to meet the needs of my clients.
- To be fair and just to my competitors and to engage in no practices that may reflect unfavorably on myself or my industry.
- To treat prospects, clients and companies fairly by submitting applications that reveal all available information pertinent to underwriting a policy.

➤ To be loyal to my clients, associates, fellow agents and brokers, and the company or companies whose products I represent.