



The NAPBA News

John Gutzwiller, NAPBA President

CFO / COO, Chard Snyder

NAPBA hits all the high notes in Music City: Conference Recap

The 17th Annual NAPBA Conference at the Westin in Downtown Nashville was filled with lively conversations, learnings, and deepening relationships. We were fortunate to have outstanding weather that allowed everyone to enjoy the prospering city of Nashville. The rooftop bar was exceptional, the George Jones Museum and Famous Saloon treated us to history and moonshine, and Sambuca's ambiance was perfect. The urban pub crawl was a memorable finale to our week. The presentations were substantive to all members, and the candid conversations between members and partners showed the comfort of our long-standing relationships and their commitment to moving our industry forward. We were also delighted to make a substantial gift from NAPBA and many members and partners to Soles4Souls, an organization that disrupts the cycle of poverty by creating sustainable jobs and providing relief through the distribution of shoes and clothing around the world.

NAPBA was blessed to produce a top-notch conference, bringing us together to share best TPA practices in an intimate setting that helps us build better businesses. This is possible in large part because of the support of our generous sponsors. NAPBA members and sponsors will continue to thrive as a result of our relationships as industry leaders and our shared learnings and commitment.

We look forward to seeing everyone in Denver, June 16th-19th, 2019. Where the NAPBA organization will experience a new Rocky Mountain high.

Photos from NAPBA in Nashville

2018-19 NAPBA Priorities

Our association is not only continuing to build momentum as we enter NAPBA's 18th year, but has a consistency that comes from having over 95% of our members and partners return. This allows us all to have both the trust and experience to thrive as an organization and as individual companies. Thanks to the dedicated leadership of our board, we are poised to build from these successes. We are excited to be adding two new members to our board: Kathleen Hughes, President of Consumer Driven Administrators, and Dan Crawford, Owner/CEO of Peak1 Administration. Their insights and leadership will help take NAPBA to the next chapter of our organization. A chapter that includes a number of priorities for the year ahead that I'm excited to share with you.

- Membership Growth - NAPBA exists to promote the alignment and association of successful independent TPAs who adhere to best business principles of compliant and ethical benefits administration. It is in our interest to recruit like-minded organizations to join our association. Through everyone's efforts, our goal is to not only continue with our current retention of members, but selectively grow with TPAs who conduct business ethically and professionally. Nominations of prospective TPA members are always welcome. If you know of a potential candidate, please contact our Vice President of Membership, Bob Cummings at rcummings@amben.com.
- NAPBA & ECFC Partnership – As highlighted by Martin Trussell, NAPBA extended its partnership with ECFC as an Affiliate Member. ECFC is the leading non-profit organization dedicated to the advocacy, education, advancement, and innovation of tax-advantaged benefit programs that facilitate choice for employers and their employees. In 2018, this partnership continued its growth with more NAPBA members joining ECFC

during the year and several members attending the ECFC Symposium. If you are not an ECFC member, we encourage you to join. The discount to you will pay for your NAPBA membership. If you haven't joined yet, you can join today by contacting Karen Raudabaugh, ECFC Director of Operations at 202-930-4732 or kraudabaugh@ecfc.org.

- NAPBA Executive Director – In 2017, NAPBA acknowledged the challenges of being a grassroots organization that included a lack of attention and consistency that comes with members focused on their individual businesses by hiring Michelle Hayes, formerly of BASIC pacific, as NAPBA's ongoing Executive Director and primary administrative coordinator. In year one, Michelle put together the Nashville conference, launched the new website, coordinated the quarterly webinar series with Catharine Mirabile and implemented technology resources that will be used for years to come. Now in year two, Michelle brings the learnings from year one that will include improvements to our conference, enhancements to our website, and pushing key communications out to members. If you have ideas or suggestions that will continue the success of NAPBA, please email Michelle at michelle@napba.org or mk.hayes@outlook.com.
 - Quarterly Webinar Series – NAPBA launched a new quarterly webinar series in 2017, led by NAPBA Board Member, Catharine Mirabile. In 2018, we want to continue to feature topics relevant to growing our individual companies and allow our staff members to engage speakers throughout the year. These will be held quarterly on the first Tuesday of the month at 2 pm ET. We encourage you raise your voice with ideas for future speakers and/or topics. Please contact Catharine at cmirabile@cgibenefitsgroup.com.
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NAPBA heads to the highest state

NAPBA will host our annual conference in Denver, Colorado on June 16th to 19st, 2019. Please make sure to hold those dates on your calendars as we look to make it the best one yet!

**More conference details coming
soon**

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