



The Council of Insurance Agents & Brokers
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To: Members thinking about Board of Directors Nominations

From: Martin P. Hughes, Chairman
David L. Eslick, Chairman, Nominating Committee

Re: The Council's Board of Directors Asks for Nominees

Dear Member,

On behalf of the entire Council Board of Directors, we want to let you know how pleased and grateful we are for your willingness to consider individuals who might serve our organization as a member of the Board of Directors. Board service at The Council is a professional commitment on a governance board of the most impactful trade association in the insurance distribution space at a critical time in our industry's history. It is an exciting and rewarding experience, but it also requires serious commitments and responsibilities. For this reason, we wanted to share with you in advance of your suggestions what some of those commitments are for your consideration before you recommend individuals for the Nominating Committee's consideration.

1. The board meets three times per year. The board structure has been set up to ensure that the board is the association's brain trust—the most impactful leaders in our industry. Therefore, we are careful that the board's focus on the issues impacts our industry across all spectrums. The first meeting of the year is held in conjunction with The Council's Legislative & Working Groups Summit. The meetings generally run about five hours, when combined with committee service. The board also meets during the Insurance Leadership Forum at The Broadmoor. These meetings take place on Saturday morning and attendance is required. Finally, the most important meeting of the year is The Council's annual Midyear Strategic Board Meeting, which is held in late spring generally for two or more days at an offsite location. Attached is a fact sheet with the dates and locations of future board meetings.
2. Each board member is asked to serve on one Council committee. The committees are where most of the actual work of the board is conducted. From time to time, the Chairman of the Board may create task forces to focus on various projects and activities to report back to the board. The board meetings are generally a summary of the activities of the committee unless the Chairman identifies an all-board discussion.
3. Board members are key leaders of the industry and as such, set the bar for what is the type of commitment and responsibility expected. Each board member should be willing to commit to be a \$2,500 member of The Council's Political Action Committee and willing to ensure that their firm is an active supporter of CouncilPAC. Board members will also be asked from time to time to liaison with certain companies and sponsors to strengthen relationships. Board members will also be

asked to commit to and work with The Council Foundation on its efforts to continue to grow and expand talent in the distribution network of the industry.

4. Board members should be prepared to attend at least one new board member briefing which are held in early September at The Council's offices in DC. This is a substantive operational briefing by the staff leadership of the organization and gives context to the activities of the association. In addition, there is a short briefing conducted by the officers of the association regarding the culture and responsibilities of being a member of this exciting and rewarding board of directors.

We share all of this not to dissuade you from suggesting strong individuals to nominate to the board but rather for you to understand the commitment and importance of what they do. We are strongly committed to an inclusive and diverse Board of Directors and urge you to consider a broad spectrum of folks who would serve well in this capacity.

Please complete the Nominate a Candidate for The Council Board of Directors form found here. **We ask that you submit your nomination no later than April 17, 2019.**

If you have any questions regarding the nominations process, please contact Ken Crerar at 202.662.4420 or ken.crerar@ciab.com.