



METROPOLITAN WASHINGTON ASSOCIATION OF INDEPENDENT INSURANCE AGENTS

Minutes

MWAIIA Board of Directors Meeting

January 21, 2026

Attendees:

Patrick Howard –President
Mark Fleming – Treasurer
Amir Ali – Director
Mike Quirk – Director

Barbara Beavers – MWSCI Treasurer
Barb Wise – Executive Director

Absent

Lee McWhirter – MWSCI President

Meeting Called to Order:

Meeting was called to order by Patrick Howard and the Anti-Trust Statement presented.

Meeting Minutes:

The meeting minutes of the October 22, 2025 Board of Directors meeting were approved as submitted.

Financial Reports:

Barb Wise did a broad overview of the financial statements for both MWAIIA and MWSCI. There were no questions on the December 2025 financial results.

Old Business

Patrick is approaching individuals from B F Saul and Ensurity to see if they would take the open positions on both the MWAIIA and MWSCI Boards.

The Board voted to approve refunding members 50% of their dues for this year and to consider this every year.

New Business

Barb reviewed new product offerings from Agency Focus that could be offered to our members. Board members were tasked to review and provide feedback on these offerings for members.

Board members were asked to provide feedback for a location for the spring social.

Barb is researching options for Education for 2026. She is meeting with the Institutes to discuss what they offer. Also consider using current vendor and continue to push for more targeted topics.

Barb is researching what needs to be done relative to the Association's primary address and what changes need to be made due to the sale of the IIABA Building in late 2025. She will provide the Board with a summary and recommendation in the coming weeks.

There being no further business, the meeting was adjourned.

Respectfully Submitted, _____

Barbara Wise, Executive Director