

SAAB Meeting Minutes  
April 30, 2011  
Arrabelle At Vail Square, Vail, Colorado

The meeting was called to order at 1:42 pm by Chairperson G. Brummond.

Attendees were asked to introduce themselves, and did so.

One item was added to the agenda as 2 f, but was discussed immediately. D. Beers reported on Colorado's implementation of the pilot project of combing State and NCISS applications. He reported no problems. J. Huckabee also responded on efforts in Illinois. E. McClain said he would ask California to implement the idea. K. Cummins will see if the States in his district (DC, MD, NC, PR, SC, VA) will try it as will N. Custer (MN, MT, ND, SD, ID).

## 2 Review of Washington D.C. Meeting

2 a. Hit-the-District: Discussion covered having talking points and education about the industry available; possibility of doing it across the nation on the same day; set up a committee to follow most significant legislation; urge State association leaders to get involved. T. Shamshak reported on his Hit-the-District experience with J. Mesis recently, and suggested we ask for information on the Legislator's next fund raiser while making the visit. B. Heales suggested putting these issues on the NCISS Board agenda for more exposure. Chair Brummond bought up the possibility of having a forum list serve to blend the NCISS Regional Directors, NCISS Board and SAAB.

2 b, 2c, 2d, 2e: No updates were reported for using technology to communicate with association members, newsletter issues, dissemination of NCISS Leg alerts or additions to the list of State Associations employing lobbyists.

## 3 Agenda items Submitted

3a: Kathy Morris, Leg Chair Maryland Investigators and Security Association asked if it was time to consider a national private investigator licensing. Discussion did not think it was practical as yet, but it was suggested that a tutorial on this might help State Associations to consider it and work with SAAB on this issue. T. Shamshak suggested getting a college student to do a paper on the structure of the various State associations and their strengths as a baseline preparation for consideration of national licensing.

3b: Jim Zimmer suggested using the CALI NLITE program to develop new members. He discussed how it worked and what it provided. There was interest indicated in the idea.

3c: The role of Regional Directors in helping associations grow.

Tom Shamshak offered to obtain materials from NCISS and to address these issues at the new BOD meeting. Additional discussion covered the use of Constant Contact, automatic renewals with credit card payers, the necessity of personal connection to retain members, and harvesting the e-mails of other associations and use them to send out our Legislative information.

4: Ken Cummins suggested a video be made of a Hit-the-Hill to be distributed as a teaching tool for State associations. It was noted that social media could also be utilized in our effort to reach more individuals and associations as potential members.

2:54 pm the meeting was adjourned.

Respectfully submitted,

Barbara R. Burr