

SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting

October 19, 2016

10:00 AM

Citrus Heights Community Center

6300 Fountain Square Drive, Citrus Heights, CA 95621

MINUTES

Attending: Brad Davis; Scott Gilroy; Josh Keller; Carolyn Lewis; Liz Mack; Marcy McCulloch; Helen Ornellas; Ned Schaut; Samantha Siders

Absent: Lauren Bayha; Teri Blake; David Brabender; Alexis DeVorss; Scott Carpenter; Michele Meder

Staff: Jeannie Bruins

The meeting was called to order at 10:20 a.m. and a quorum was established

Minutes –Ned Schaut

- President Ned Schaut presented the September minutes. It was m/s/c (McCulloch, Mack) to approve the minutes

Treasurer's Report - Brad Davis

- Brad Davis gave the September financial report. It was m/s/c (Siders, Lewis) to accept the financial report. Brad created a 3-month summary of the finances and will send that to the board.

Committee Reports – Votes or Decisions to be made. Some committee reports were provided in advance of the board meeting

- **Executive –Ned Schaut –**
 - Ned reported on the executive board meeting call as noted in the written report.
- **Community Relations – Liz Mack**
 - Liz reported the toy drive is moved to November and flyers will go on the tables. River Oaks will send a representative to the November lunch, River Oaks will provide decorated boxes to collect gifts for the offices that accept them. She will get the info for eblasts. She will need a \$500 check for the River Oaks donation at the November lunch.
 - The food drive will kick off at the November meeting for donations at the December lunch meeting.
- **Membership –Lauren Bayha/Scott Carpenter**
 - Jeannie distributed the membership report for the board signatures.
- **Legislative – David Brabender**
 - No report due to absence
- **PAC – Carolyn Lewis**
 - Carolyn reported the goal is to have many members give at least a little so there are more people giving. Carolyn distributed lighted pins to the board members to promote giving to the PAC.
- **Media – Scott Gilroy**
 - Scott reported that the committee has tasked themselves to coordinate events with local communities for further involvement and promotion.

- **Awards & Recognition – Helen Ornellas reported for Michele Meder**
 - Helen reported there are several items needed for the Certification. She will forward the list to Jeannie
 - Sam reported on the Awards Ceremony

- **Communication – Alexis DeVorss**
 - Alexis submitted a written report

- **Vanguard Council – Sam Siders**
 - Sam reported that the CAHU Vanguard Council held a 5K run at an Arizona chapter event. She is looking into the viability of SAHU hosting one next year.
 - Work is being done on Between the Ferns interview at Top Golf in Feb/March. Kevin Timone will be the first interviewee.

- **Programs – Teri Blake & Josh Keller**
 - Josh reported speakers are booked through January. They are working on March.

- **Professional Development – Josh Keller**
 - Josh reported they are starting to work on the Expo. He has one speaker lined up already. He is going to resurvey the membership for priorities for the survey. He has a committee meeting planned for November

- **Executive Director’s Report - Jeannie Bruins**
 - A written report was submitted
 - Jeannie gave a crab feed update and stated it is off to a strong start. She noted that board members could participate by helping to find major prizes for the live auction. She gave some examples, such as vacation homes, memorable experiences, Kings games, etc
 - Jeannie
 - Upcoming events include:
 - October 19 Lunch
 - November 16 Lunch
 - December 21 Chili Cook Off
 - Past events include:
 - August 4 Medicare Summit
 - August 17 Lunch Meeting
 - September 15 Awards Mixer
 - September 21 Lunch

- **New Business** – discussion about Joe Hart’s email regarding Anthem pulling commissions on Medicare supplement policies. Brad and Ned will look into any possible action by SAHU in response and will advise.

Meeting Adjourned at 11:12 AM

Next board meeting:
November 16, 2016, at 10:00 AM
Citrus Heights Community Center
6300 Fountain Square Drive, Citrus Heights.

Respectfully Submitted,
Jeannie Bruins, Recorder