

SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting

September 21, 2016

10:00 AM

Citrus Heights Community Center

6300 Fountain Square Drive, Citrus Heights, CA 95621

MINUTES

Attending: Lauren Bayha; Teri Blake; David Brabender; Brad Davis; Alexis DeVorss; Josh Keller; Carolyn Lewis; Liz Mack; Marcy McCulloch; Michele Meder; Samantha Siders

Absent: Scott Carpenter; Scott Gilroy; Helen Ornellas; Ned Schaut

Staff: Jeannie Bruins

The meeting was called to order at 10:08 a.m. and a quorum was established

Minutes – Brad Davis for Ned Schaut

- Treasurer Brad Davis presented the August minutes. It was m/s/c (McCulloch, Lewis) to approve the minutes

Treasurer's Report - Brad Davis

- Brad Davis gave the financial report. It was m/s/c (McCulloch, Siders) to accept the financial report.

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

- **Executive –Ned Schaut –**
 - Brad reported on the executive board meeting call as noted in the written report.
- **Community Relations – Liz Mack**
 - Liz reported that Alice Gentry retired from River Oaks. They have their Santa's Workshop on Dec 16 and our lunch is Dec 21, so the SAHU toy drive will be at the November lunch. Liz is expanding the program to have giving boxes in offices. The food drive for the Sacramento Food Bank will be in December. Last year we contributed 100 pounds of food and the goal is to double it.
 - SAHU donated \$500 to the Louisiana disaster and another SAHU member donated \$300 in SAHU's name.
 - Past President Joe Hart lost his spouse recently. It was m/s/c (Lauren, Marcy) to make a \$250 contribution to the Fair Oaks Theatre Festival in memory of Robert Irvin.
- **Membership –Lauren Bayha/Scott Carpenter**
 - Lauren noted membership growth is a priority this year. She expressed her thanks for the board for their efforts so far. She has reached out to the board for each one to provide three names each to her to make contact. Carolyn offered to make calls if she is given names.
 - The mixer was a great event and the venue was excellent.
 - Lauren plans to get new member orientations scheduled with Jeannie.
 - Lauren is assigning mentors to new members.
 - There was discussion about a membership blitz, as well as another cash award for new members who join at the new Business Development Expo in April.

- **Legislative – David Brabender**
 - Dave will give an update at the lunch today. Just a few bills have been updated.
- **PAC – Carolyn Lewis**
 - Carolyn asked Dave to cover PAC at the lunch today too. She asked that participation be stressed vs amount donated.
 - She distributed the 2015-16 HUPAC and CAHU-PAC contribution report. She asked for board members to verify it for accuracy and to give her any corrections. All board members need to be contributing to both PACS.
 - Carolyn has ordered pins for contributors
- **Media – Scott Gilroy**
 - No report due to absence
 - Brad reported the Sacramento Business Journal Health Expo article quoted several SAHU board members. He will get a copy to Michele Meder for awards.
- **Awards & Recognition –Michele Meder**
 - Michele has reviewed the Pacesetter criteria.
 - She is working on the next certification.
 - Lauren will provide the SAHU award winners to Michele.
 - Michele requested the top HUPAC & CAHU-PAC providers be noted in the Bulletin for the awards
 - Lauren will give the list of award winners to Scott Gilroy for the media release. Carolyn has the templates for the media releases and will get them to Scott.
 - The NAHU Website Navigation presentation will be given at the December lunch
- **Communication – Alexis DeVorss**
 - Alexis requested the board give articles for the Bulletin newsletter.
 - Marcy suggested Alexis assign the members to a month.
 - Marcy reported that there is outdated information on the website. Jeannie and Alexis will work with Jeff to get it updated.
- **Vanguard Council – Sam Siders**
 - Sam reported she is planning a Vanguard event after the first of the year, probably in February
- **Programs – Teri Blake & Josh Keller**
 - Josh reported that lunch speakers are booked through January.
 - They are working on the Business Development Expo speakers.
- **Professional Development – Josh Keller**
 - See programs report
- **Executive Director’s Report - Jeannie Bruins**
 - A written report was submitted
 - Jeannie reported on the great start to planning the crab feed. She noted that all the past committee members have returned and new ones have joined the committee. There are 16 sponsorships for this event and 10 of them have already been sold, including the event sponsor.
 - Jon Hutchison is working on the venue for the May 2017 golf tournament. He wants to return it to a Friday. He does an excellent job in getting very favorable pricing.
 - The past and future calendar was reviewed
 - 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
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- **New Business**
Brad gave 2 questions to discuss at the lunch table today,
Josh is interviewing a member

Meeting Adjourned at 11:15 AM

Next board meeting:

October 19, 2016, at 10:00 AM

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6300 Fountain Square Drive, Citrus Heights.

Respectfully Submitted,
Jeannie Bruins, Recorder