

SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting

October 18, 2017

10:00 AM

Citrus Heights Community Center

6300 Fountain Square Drive, Citrus Heights, CA 95621

MINUTES

Attending;; Marcy McCulloch; Helen Ornellas; Michele Torres, Josh Keller; Carmen Perea; Lisa Hutcherson; Ned Schaut; Dave Brabender; Scott Gilroy; Brad Davis (late); Alexis DeVorss; Teresa Sale;

Absent: Samantha Siders, Lauren Bayha, Marcy McCulloch; Kathy Mennel; Teri Blake; Crystal McDevitt;

Staff: Jeannie Bruins absent

The meeting was called to order by President Elect Helen Ornellas at 10:08 AM and a quorum was established

Minutes –Helen Ornellas

- President Elect Helen Ornellas presented the September minutes. It was m/s/c (McCullough, Meder) to approve the minutes.

Treasurer’s Report –Brad Davis

Brad reported on the September financials and explained the 3 reports that are given each month.

Review last 4 years of membership dues and noted that Jan-April is most prolific due to phone campaign and Crab Feed activity. Awards mixer suggestion from Helen to combine to Chili Cook-off next year. Less in expenses: CAHU (Alexis DeVorss) and Region 8, no attendance. Keep SACBENEFITS.com domain for \$30 (m/s/c (Perea, Brabender)

Committee Reports –

President’s Report

- **Executive committee call summary – reminder for board calls for November and December already sent invites**
 - **11/13 and 12/13 @9**
 - 5 committee members responded to the Day at the Capitol Conference Washington D.C. trip

Membership – Lauren Bayha

- Dropbox – report provided

Media – Scott Gilroy

- Attempting Television and radio. SBJ “People on the move” is \$250 per version, but hit our announcements for Pacesetter awards

Legislative – Dave Brabender

- Executive order and CSR article sent out on SAHU website on Friday 10/13

Awards – Michele Meder –

- Gearing up for NAHU certification

Community Service – Carmen Perea

- Bulletin out for Toy Drive – River Oaks to get back to Carmen with dates on wrapping and parent gift day

Carrier Relations – Marcy McCulloch

- Sponsorship is being denied due to sponsorship at CAHU level.

PAC – Lisa Hutcherson

- Who is participating from Chapter – CAHU PAC letter to be revised for message in “Pay it forward” to distribute to members at each meeting
- Lisa and Cerrina to gain movement on HUPAC letters after 4th quarter by noting and every meeting. Deadline to be identified for PAC via auto debit from our chapter from Cerrina
- \$10K being used for fight for SB___ contribution set and attempt to get more funds

Programs & Prof Development – Josh Keller

- Separate Medicare Presentation – breakout session \$80 for 2 hours
 - Propose to board – to breakout session for 1 Medicare session (or 2) given time

- Next Speaker OMEGA Comp HR
- No December speaker

Vanguard – Sam Siders

- Brad reported VANGUARD meeting interview. December Chili Cook off Garry Maisel is going to be interviewed

Executive Report – Jeannie

- A written report submitted in advance
- Jeannie reviewed the calendar as follows:
 - Past events within last 30 days
 - Future Events within next 60 days
 - Crab Feed update and 20 tickets will be distributed with each board member at November Meeting
 - Raffle Prizes and Sponsors are needed and board participation
 - Michael provided a wine tour for 5 donation to Jeannie
- Member to shadow Jeannie for Expo event as she will be gone.

Communication – Teresa Sale

- CAHU Communications from Helen on Promoting on Social Media to review with Teresa
- 98 hits on Dave Brabender's 10/13 article

Medicare – Kathy Mennel

- Working with Josh on Medicare breakout

Old Business –

- Vanguard Mixer August 24

New Business –

- Board Meeting by Phone for November and December, Jeannie sent invites

Meeting Adjourned at 11:03 AM

Next board meeting: November 13 2017 @ 9:00 AM
Conference Call

Respectfully Submitted,
Michele Torres, Recorder