

# SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting  
August 16, 2017  
10:00 AM  
Citrus Heights Community Center  
6300 Fountain Square Drive, Citrus Heights, CA 95621

## MINUTES

Attending: Lauren Bayha; Teri Blake (11:00); Brad Davis; Alexis DeVorss; Josh Keller; Marcy McCulloch; Kathy Mennel; Helen Ornellas; Carmen Perea; Teresa Sale; Ned Schaut; Michele Torres

Absent: Dave Brabender; Scott Gilroy; Lisa Hutcherson; Crystal McDevitt; Michele Meder; Samantha Siders

Staff: Jeannie Bruins

The meeting was called to order by President Elect Helen Ornellas at 10:05 AM and a quorum was established

### Minutes –Helen Ornellas

- President Elect Helen Ornellas presented the July minutes. It was m/s/c (McCulloch, Keller) to approve the minutes

### Treasurer's Report –Brad Davis

Brad reported on the July financials and explained the 3 reports that are given each month. It was m/s/c (DeVorss, Perea) to accept the financial reports.

### Committee Reports – **President's Report**

- Helen gave a report on the Executive Committee call
- Vinny Catalano joined the call to discuss SAHU getting involved with the WHA/UCD split to engage the membership to send a written statement to UCD, as well as a press release/letter to the editor. Brad filled in details and got board feedback. Discussion followed. It was m/s/c (Davis, DeVorss) to go forward with the campaign.
- It was also agreed to issue a press release on the Anthem pull out.

### **Membership – Lauren Bayha**

- Crystal and Lauren are meeting to lay out the membership program for the year
- The Awards Mixer planning is underway
- No membership report from CAHU due to a personnel change at CAHU. Lauren will bring the report next month.

### **Media – Scott Gilroy**

- No report due to absence
- Helen reported a press release was issued for Cerrina being named as an influential broker. Cerrina was also quoted in a Sac Bee article

### **Legislative – Dave Brabender**

- No report due to absence

### **Awards – Michele Meder –**

- No report due to absence
- Awards are on hiatus for a brief period
- Marcy reported the SAHU Awards survey has gone out with good preliminary feedback
- A separate eblast will go out with the survey to promote the Awards Mixer

### **Community Service – Carmen Perea**

- Carmen distributed her report.
- Michele Torres and Carmen met to discuss the next project to support a nonprofit. They are looking into a paint night on Mar h 6, 2018, to support the Alzheimer Association. More information will follow.
- \$500 was donated to the Christian Golf Fellowship in August
- The toy drive in on deck again for November
- The food drive will be scheduled for February

### **Carrier Relations – Marcy McCulloch**

- Helen noted that it's timely to reach out to Medicare providers to sponsor SAHU.

- Marcy and Jeannie met to discuss the 2018 Partners. Jeannie is reaching out to existing partners and Marcy is reaching out to potential new partners. She reminded the board to respond to her for contact info. She noted that the coffee chat sponsors have been added to the benefit mix with no increase in the partnership contributions.

**PAC – Lisa Hutcherson**

- No report due to absence
- Brad, Jeannie & Lisa had a conference call this week to discuss a *Pay It Forward* program. He explained the program to the board. There was consensus from the board to move forward with the program.

**Programs & Prof Dev– Josh Keller**

- The speaker lined up for October is Michael Naumann, and for November is the CAHU Medicare Road Show for 2 CEs. He will reach out to Blue Shield or the CAHU lobbyist for September.

**Vanguard – Sam Siders**

- No report due to absence
- The Vanguard mixer is next Thursday. Registration is ongoing.

**Executive Report – Jeannie**

- A written report submitted in advance
- Jeannie requested permission to spend approximately \$100 on new table covers because the ones being used now are getting very stained. Permission was granted.
- Jeannie reviewed the calendar as follows:
  - Past events within last 30 days
    - Coffee chat
  - July 19 Monthly Membership Meeting – 50 people attending
  - Future Events within next 60 days
    - August 16 Monthly Membership Meeting
    - August 24 Vanguard Mixer
    - September 20 Monthly Membership Meeting
    - September 28 Annual Awards Mixer

**Communication – Teresa Sale**

- A report was submitted in advance
- Teresa is getting good board response to her request for Bulletin articles
- She is working on a U-tube page and Linked In
- There was a successful committee meeting with 7 members attending.
- She encouraged use of Agents in Action articles

**Medicare – Kathy Mennel**

- Kathy gave an update on the Medicare Summit. It was highly successful on all fronts. A follow up meeting is planned for improvements for next year.

Old Business –

- None

New Business –

- Helen questioned suggested the board having conference calls in November and December for the board meeting – probably on a Monday afternoon. There was consensus. She will schedule it with Jeannie
- Helen reported she has been doing some work with Common Ground Church in Elk Grove. She is looking for help with an upcoming wellness fair for the church membership and surrounding community. Carmen Perea and Teresa Sale indicated they were interested.

No further business.

Meeting Adjourned at 11:25 AM

Next board meeting:

September 20, 2017

10:00 AM

Citrus Heights Community Center

6300 Fountain Square Drive, Citrus Heights, CA 95621.

Respectfully Submitted,

Jeannie Bruins, Recorder