

# SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting  
June 19, 2014

Maria's Cantina 306 6th St, Woodland, CA 95695

Present: Chris Bender, Brad Davis, Lisa Herzick, Shannon Zajec, Dave Fear, Jr, Jon Hutchison, Jeff Irvine, Cerrina Jensen, Carolyn Lewis, Marcy McCulloch, Helen Ornellas, Ned Schaut, Samantha Siders

Absent: Peter Alamillo, Lauren Bayha, Sam Rumbaugh

Visiting: Alexis DeVorss, Penelope Yanez

Staff: Jeannie Bruins

**The meeting was called to order at 11:25 a.m.**

Brad started the meeting with opening remarks around the group

## **Treasurer's Report - Lisa Herzick**

- The financial report was given. It was m/s/c (Lewis, Zajec) to accept the May financial report
- Jon Hutchison noted that the golf tournament was a success and the final results will be forthcoming after the golf course renders its final invoice. He stated that a borrowed pop-up tent was damaged and may need to be replaced.

## **Committee Reports**

Some committee reports were provided in advance of the board meeting

### MEDIA- Carolyn Lewis

Carolyn requested feedback from the NAHU Conference so she can put it out to the media. Carolyn spoke to the loss of Past President Gayle Dax Conroy's husband in a car accident last Sunday. She said the any correspondence to Gayle should be sent to Benefits Done Right. Services are pending.

### AWARDS & RECOGNITION –Helen Ornellas

Helen announced the CAHU awards deadline is coming up in August

### COMMUNICATIONS – Jeff Irvine

Jeff continues to work with Carolyn and media and member outreach

### COMMUNITY SERVICE - Sam Rumbaugh

No report due to absence

### PROFESSIONAL DEVELOPMENT – Peter Alamillo & Ned Schaut

There was discussion about declining involvement in education days. Brad reported that the Chartered Benefit Class had 50 people attend when more were expected. The promoters/providers reduced their fee to SAHU to compensate for the low turnout and because it had been a pilot program for them. It was suggested to form an ad hoc committee to review the current programs and suggest revisions.

The July lunch will feature Senator Ted Gaines, who will swear in the new board of directors. The August lunch will feature the CAHU lobbyist, Michael Belote.

Cerrina announced she would like to use the opportunity of NAHU President Janet Trautwein's presentation at the September lunch to replace it with a professional development program featuring Janet as the keynote speaker, adding 2 CE courses and vender presence. Jeannie has checked with the community center and they can accommodate that change. Then October would be a normal lunch agenda.

LEGISLATIVE –Chris Bender

Chris thanked everyone for their participation at the Day at the Capitol in May. He distributed a summary of the meetings and bills that were discussed. The Grandmothering bill has unilateral support and it is expected to pass with an urgency clause, which would make it effective upon the governor's signature.

PAC – Jon Hutchison

Jon reported approximately \$1400 was raised for PAC at the golf tournament.

Brad Davis will be the new PAC chair in 2014-15. He is working on a fundraiser for Ted Gaines, who is running for insurance commissioner.

MEMBERSHIP – Shannon Zajec/Samantha Siders

Samantha thanked the board for their participation in membership growth. She had set a goal of 40 new members this past term and 44 joined. Samantha extended special thanks to Shannon and Dave Jr for their assistance. She distributed the lapses/delinquent list for review by the board.

YAHU –Lauren Bayha

No report due to Lauren's maternity leave

EXECUTIVE - Brad Davis

Brad reviewed the executive meeting with the board, adding additional information about the Chartered Benefits Consultant class and supporting Cerrina's idea about the September education day

**Executive Director's Report - Jeannie Bruins**

- The calendar report was given, highlighting the events and programs given the last 60 days and promoting the events planned for the rest of this term and into the new term. The included the Day at the Capitol, the Vanguard YAHU mixer on May 8, the May 6 CBC day, the June 13 golf tournament. Looking ahead, the programs already reported were noted. The new board strategic planning retreat will be held on July 11 at the offices of Armstrong & Associates.

**Old Business** –

Jon reported the golf tournament met and have another meeting set for May. As soon as the event sponsor is identified, marketing will begin

**New Business** –

Meeting adjourned at 12:35 p.m.

Next meeting will be at 9:30 a.m. on Wednesday, July 16 at the Citrus Heights Community Center.

Respectfully Submitted,

Jeannie Bruins, Recorder