

# SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting

July 8, 2015

10:30am

Citrus Heights Community Center

6300 Fountain Square Dr., Citrus Heights, CA 95621

## Minutes

### Attending:

Lauren Bayha, Teri Blake, David Brabender, Brad Davis, Alexis DeVorss, Lisa Hutcherson, Cerrina Jensen, Carolyn Lewis, Jennifer, Mason, Marcy McCulloch, Helen Ornellas, Sam Rumbaugh, Ned Schaut

Absent: Liz Mack, Lorraine Olivotto, Samantha Siders

Staff: Jeannie Bruins

President Marcy McCulloch called the meeting to order at 10:30am and a quorum was established by 10:35am

- Record attendance and establish a quorum
- The June minutes were presented; it was m/s/c (Lewis, Jensen) to approve the minutes

### Treasurer's Report - Brad Davis

- Brad Davis gave an update of the yearend financial report through June 30, 2015. Since all expenses had not been received, the final report was continued to the August 19 meeting for acceptance.
- The 2015-16 budget was discussed and no changes were made since it was first introduced at the planning retreat. It was m/s/c (Lewis, Ornellas) to approve the budget. It will be posted on the SAHU website.

### Committee Reports – Votes or Decisions to be made

Some committee reports were provided in advance of the board meeting

- Executive – *Marcy McCulloch*
  - The website has now moved over to benefitsCONNECT
  - Ned Schaut will head a subcommittee (B. Davis, M. McCulloch, J. Bruins) to update the corporate sponsorship program for 2016. It was recommended to change the name to SAHU Partners, as has been done on the state and national level. There was board consensus to make the name change.
  - SAHU received several awards at the NAHU Conference. SAHU won the Pacesetter Award; Cerrina Jensen received the Presidential Citation and David Fear, Sr. received the Harold R. Gordon Memorial Award – all prestigious, hard earned and well deserved
- Membership – *Lauren Bayha & Lisa Hutcherson*
  - All the membership phone meetings are scheduled for the year
  - The first CAHU membership call is scheduled for next week. After that, membership reports will be distributed every month
- Community Relations – *Liz Mack*
  - No report due to absence
- Media – *Jennifer Mason*
  - Press releases will be prepared for the three awards SAHU received at the conference
- Awards & Recognition – *Helen Ornellas*
  - The SAHU Awards plaques are being ordered
  - Work on the 2016 Pacesetter has begun

- Programs & Professional Development– *Sam Rumbaugh, Alexis DeVorss*
  - The Fall Professional Development Day is being planned for September 16 featuring a 3 CE credit panel discussion and additional CE course. Alexis will get preliminary information to Jeannie Bruins to begin marketing
  - Lunch speakers are being sought and booked for the year. Don Goldmann is speaking in August, with Word & Brown sponsoring the lunch. October and subsequent months speakers will be forthcoming. It was noted that Michael Lujan has an approved 1CE technology course
- Legislative – *David Brabender*
  - The first legislative call will be this coming Thursday
  - Brad Davis reported the ‘broker bill’ requiring carriers to give agents 60 days’ notice of material changes is working its way through the legislature, which has requested notice be changed from 60 to 45 days.
- PAC – *Carolyn Lewis*
  - Carolyn will attend her CAHU PAC training call later today.
  - New HUPAC forms are available at the luncheon today.
  - Carolyn is getting an updated HUPAC report. She will approach individual board members who don’t yet contribute to sign on
- Communication – *Teri Blake*
  - Teri met with Cerrina to train for the Constant Contact Weekly Bulletin eblast. Her first bulletin will go out this Friday and it will include a segment memorializing Sue Coppin.
- Vanguard Council – *Lorraine Olivotto*
  - No report due to absence

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

A written report was submitted and included in the board packet.

- The calendar was reviewed
  - Past Events within the last 30 days include the SAHU annual golf tournament on June 12 and the NAHU Conference on June 27-30 in New Orleans. The following SAHU members attended the conference: Barbara Bullion, Dave Fear, Jr., Dave Fear, Sr., Cerrina Jensen, Carolyn Lewis, Jennifer Mason, Marcy McCulloch, Helen Ornellas, Shannon Zajec
  - Future Events within the next 60 days include the following:
    - August 6-7– NAHU Region VIII Meeting (N. Schaut, D Brabender, J. Mason attending from SAHU)
    - August 11 – Northern CA Medicare Conference
    - August 19 – SAHU monthly luncheon
    - August 21 – Vanguard Awards Mixer
    - September 16 – SAHU Professional Development Day
- Status Updates
  - New board badges have been ordered and will be ready for the next meeting.

**New Business** - None

**Action Items** - Update website with the calendar and budget

The next board meeting will be at 9:30am on August 19, 2015 at the Citrus Heights Community Center, 6300 Fountain Square Drive, Citrus Heights

No further business. The meeting was adjourned at 11:20am

Respectfully Submitted,

Jeannie Bruins  
Recorder