

SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting
November 13 2017
9:00 AM
Conference Call

MINUTES

Attending: Alexis DeVorss; Lauren Bayha; Teri Blake; Brad Davis; Scott Gilroy; Lisa Hutcherson; Kathy Mennel; Helen Ornellas; Teresa Sale; Samantha Siders; Michele Torres

Absent: Dave Brabender; Josh Keller; Marcy McCulloch; Crystal McDevitt; Carmen Perea; Ned Schaut

Staff: Jeannie Bruins

The meeting was called to order by President Helen Ornellas at 9:00 AM and a quorum was established

Minutes –Helen Ornellas

- President Helen Ornellas presented the October minutes. It was m/s/c (Davis, Hutcherson) to approve the minutes with a correction showing that Marcy McCulloch was in attendance.

Treasurer’s Report –Brad Davis

Brad reported on the October financials and explained the 3 reports that are given each month. He noted that membership is behind budget. He reported on some line items, and noted we are about \$1500 ahead of budget YTD. It was m/s/c (DeVorss, Siders) to accept the reports.

Committee Reports –

Executive – Helen Ornellas

- Helen gave a report on the Executive Committee call

Membership – Lauren Bayha

- Lauren will do a membership event after the first of the year. Helen suggested using the DC coffee chat to bring in members as we did this year. Lauren agreed that would be a good idea.

Media – Scott Gilroy

- Media is quiet now but always looking for articles. Helen requested Scott do a media release after the panel discussion on Wednesday

Legislative – Dave Brabender

- No report due to absence

Awards – Michele Meder

- No report due to absence

Community Service – Carmen Perea

- No report due to absence

Carrier Relations – Marcy McCulloch

- No report due to absence

PAC – Lisa Hutcherson

- No report given

Programs & Professional Development – Teri Blake

- She and Josh need to get together to discuss the Expo. There will be a more detailed report in December

Vanguard – Sam Siders

- Working with Kathy Medeiros to be the speaker for the March Vanguard mixer. Sam goes on maternity leave in December and plans to get it all set up before she leaves. She returns in April so wants to get the June Vanguard mixer started as well. She is looking for speakers to interview at the events.

Executive Report – Jeannie

- A written report submitted in advance
- The calendar was reviewed as follows:
- Past events within last 30 days
 - October 18 Lunch – Michael Naumann spoke

- Future Events within next 60 days
 - November 15 Breakfast Membership Meeting will feature a panel
 - December 20 Lunch – Chili Cook Off and interview with WHA’s Garry Maisel
 - January 17 Lunch
 - February 2 Crab Feed
- The crab feed committee is meeting by phone on Thursday. A list of board help at the event will be presented at the December board meeting

Communication – Teresa Sale

- Due to the busy 4th quarter, Teresa is using the NAHU ‘Promote You’ for the Bulletin until things settle down for the board members

Medicare – Kathy Mennel

- Submitted a report, including a project plan and a Save the Date, including a flyer for the Expo Medicare breakout session.
- Need volunteers to help with the Medicare committee. Rosa Maria CEO of Trusted America has offered to help get CE approved speakers on Medicare.

Old Business –

- December Board meeting will be a conference call on December 11 at 9:00 AM
- Jeannie reported she is working on the 2018 SAHU Partners and will keep the board up to date as the money

New Business –

- None

Meeting Adjourned at 9:30 AM

Next board meeting: December 11, 2017 at 9:00 AM

Conference Call

Dial: (712) 770-4700

Code: 842664

Respectfully Submitted,
Jeannie Bruins, Recorder