



SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Executive Board of Directors Meeting
8-10-2020
Zoom Video Meeting

Minutes

- **Record attendance – Sam Siders, Carmen Perea, Helen Ornellas. Josh Keller – Absence.**

Call to Order – Sam Siders 3:00PM

- **Sam Siders – SAHU President**
 - Update – Sam talked about how the SAHU Executive meetings will be run moving forward. Using a formatted agenda.
 - Asked Helen Ornellas to send out a reminder email for Goals for the SAHU Board. Completed.
 - Requested a review of the Golf Tournament, Web Site and Speakers. Completed in the minutes below.
- **President-Elect – Carmen Perea**
 - Board Update – Committee – January 2021 – Reviewed the need for a committee for the future SAHU Board. Carmen and Sam agreed.
 - Other Business – None
- **Treasurer – Carmen Perea**
 - Review P&L – Reviewed and no questions.
 - Balance Sheet- Reviewed and no questions.
 - Budget Revisions – Jeannie Bruins and Helen Ornellas – No revisions
- **Executive Director – Helen Ornellas**
 - Golf Tournament –
 - 100 Golfers rooms for 44 more.
 - Need sponsors
 - Lunch will be served outside by The Ridge.
 - ABC One Day Lic. Not sure if we can get it. Update at a later date.
 - All vendors contacted
 - Need 6 more volunteers
 - Chili Cook Off-
 - Moving forward for now. Check in as we get closer to the date.
 - Crab Feed – First Crab Feed meeting completed.
 - Recap to follow by the 15th of August.



- **Professional Development**
 - SAHU Business Expo – Review – Completed on the phone by committee 8-3-2020- 3:00PM
 - SAHU Business Expo – 4-2021- Sam to talk to Bryan Coppin about this date, will confirm.
- **Programs** – Confirm at SAHU Board meeting with Michael Saag’s about future speakers.
 - Virtual Aug. 19th Lunch- Brian Skaggs
 - Virtual Oct. 21st Lunch – Carolyn McNairy
 - Virtual Nov. 18th Lunch – Jan Mesa
 - Virtual Jan. 15th – Pending Speaker
 - Virtual March 17th – Pending Speaker
 - Virtual May 19th – Pending Speaker
- **Media**
 - Web- Site – Meeting with TAIA – Rosamaria 8-13-2020 3:00PM
- **Membership**
 - New members – Nothing to report
- **Membership Retention-** Nothing to report
 - Retention Report
- **Vanguard Council – VACANT** – Sam will follow up.
- **Carrier Relations – VACANT** – Sam will follow up.

Review Calendar – Sam Siders – Reviewed – No Notes

- **Past Events within last 30 Days**
 - SAHU Business Expo 7-29-2020
 - SAHU 2020-2021 Board Retreat 7-7-2020
- **Future Events within next 60 days-** Reviewed – No Notes
 - -Statewide Medicare Expo August 26, 2020 Virtual
 - -SAHU Annual Golf Tournament - Sept 14th at The Ridge
 - -SAHU Virtual Lunch Meeting – Carolyn McNairy TASC –Sponsored by Dickerson – October 21st.
 - - SAHU Virtual Lunch Meeting – Jan Mesa CE- “the Generational Selling Gap”. November 18th.
 - - SAHU In Person- Chili Cook Off – Sponsored WHA – Q&A – Josh Keller. December 16th.

Old Business - None

New Business- None

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Next Meeting Monday 14th 3:00PM

Adjourn – 3:40 PM

Reported by- Helen Ornellas – Executive Director.