



## SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

### SAHU Board of Directors Meeting Minutes

12-11-2020

10:00AM

Zoom Video Meeting

#### Agenda

#### Call to Order – Sam Siders ( Carmen Perea – Running Meeting) 10:03AM

- Record attendance – Helen Ornellas- No Corium- Carmen Perea , Rosamaria Marrujo, Connor Deck, , Michael Saab, Lissette Rosenberg, Brian Christie.
- Not at Meeting: Sam Siders, Josh Keller, Celeste Covey, Connie Correia, Michele Meder , Bryan Coppin
- Sam Siders – SAHU President
  - Update
  - Washington DC – Confirmation – Jeannie Bruins – Moving forward to register the confirmed SAHU Board Members listed below. Everyone is enrolled.
    - Sam Siders – Confirmed
    - Carmen Perea- Confirmed
    - Connie Correia – Confirmed
    - Rosamaria Marrujo- Confirmed Confirm
    - Connor Deck- Confirmed
  - Series of Video's – Connor's done. Sam to update hers then send over to Lissette.
  - Crab Feed Update- Helen to update. March 5<sup>th</sup>. Everything is moving forward , drive through, menu is set, auction date is set.
  - Mid Term SAHU Retreat January – SAHU Board Meeting on Jan. 14<sup>th</sup>, 2021 will be from 10:00AM to 12 Noon. Agenda Pending.
- President-Elect – Carmen Perea
  - Board Update – Committee –January 2021 – This is set Carmen to provide final update in March 2021.
  - Other Business
- Treasurer – Carmen Perea- No Corium
  - Review P&L- 11-2020
  - Balance Sheet – 11-2020
- Executive Director – Helen Ornellas
  - SAHU Sponsorship Matrix Review – Goal \$35,000 Update Needed
    - LISI – SILVER
    - Sutter Plus –SILVER
    - Bender Solutions – BRONZE 12-2020
    - Ameritas- Pending Silver- Confirmation in two weeks.



- Hi light one SAHU Member each month and new members
- ( Need Names of new members)
- **Membership Retention- Celeste Covey**
  - Retention Report
- **Awards & Recognition – Michele Meder**
  - CAHU – Chapter of the Year
  - Pacesetters 2020-2021
- **Legislative – Connie Correia**
  - Update
- **PAC – Josh Keller**
  - SAHU Board Member- PAC
- **Community Service – Brian Christy**
  - Update
  - Need some direction on running events on line.
  - Looking for Committee help.
  - Food Drive & Toy Drive
- **Vanguard Council – VACANT**
  - Have one event this year under Vanguard- Maybe the Happy Hour on 12-16-2020.
- **Communication – Lissette Rosenberg**
  - Newsletter – Update – Worked with RM to recreate template for E-Blast and Newsletter.
  - New communications are- Golf – SAHU Lunch Meetings- sent out.
  - E- Blast – Update – Working
  - Sending request for volunteers – send to Lissette.
- **Carrier Relations – VACANT**
  - Sam to contact carriers on Sponsorship.
  - Jeannie and Helen to do the same.
- **Medicare – Rosamaria Marrujo**
  - Statewide Medicare Expo August 26, 2020 Virtual
    - Update – Went very well.
    - Projected SAHU Revenue- Pending should have soon.
  - Medicare Minute
  - Add Web Page on SAHU Site for Medicare – No date stated



### **Review Calendar – Sam Siders**

- **Past Events within last 30 Days - Reviewed**
  - Virtual Aug. 19<sup>th</sup> Lunch- Brian Skaggs – Great Speaker and Topic
  - Statewide Medicare Expo August 26, 2020 Virtual – Good event!
- **Future Events within next 60 days –Reviewed**
  - -SAHU Annual Golf Tournament - Sept 14<sup>th</sup> at The Ridge
  - -CAHU Annual Summit – Oct 6<sup>th</sup> & 7<sup>th</sup>
  - -SAHU Virtual Lunch Meeting – Glen Drouin – Oct. 21<sup>st</sup>
  - - SAHU Virtual Lunch Meeting – Scott Diehl – Nov 18<sup>th</sup>
  - - SAHU In Person- Chili Cook Off – Sponsored WHA – Q&A – Josh Keller. December 16<sup>th</sup>.

### **Old Business – None**

### **New Business-**

### **Next Meeting 10-8-2020**

Adjourn 11:07 PM