



SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

SAHU Board of Directors Meeting

Minutes

11-12- 2020

10:00AM

Start 10:03AM End 11:09AM

Zoom Video Meeting

Call to Order – Sam Siders

- Record attendance and establish a quorum
 - **Attended:** Sam Siders, Carmen Perea, Rosamaria Marrujo, Lissette Rosenberg, Michael Saab, Brian Christy, Bryan Coppin, Connor Deck, Connie Correia, and Helen Ornellas.
 - **Absent:** Michele Meder, & Josh Keller,
- **Present Sept. & Oct. minutes for approval –**
 - Motion- Rosamaria Marrujo
 - Second – Connie Correia
 - Approved- Yes

Committee Reports – Votes or Decisions to be

- **Sam Siders – SAHU President**
 - Washington DC – Capital – Contact Sam to go.
 - Series of Video's – Sam and other SAHU Board Members
 - Crab Feed Update
 - Mid Term SAHU Retreat January – Review and Marketing January 2021
- **President-Elect – Carmen Perea**
 - Board Update – Committee –January 2021 – No Updates
 - Other Business
- **Treasurer – Carmen Perea**
 - Review P&L- 9-2020 & 10-2020
 - Balance Sheet – 9-2020 & 10-2020
 - Accept Motion – Michael Saab
 - Second – Lissette Rosenberg
 - Accepted- Yes
- **Executive Director – Helen Ornellas Reviewed**
 - SAHU Sponsorship Matrix Review – Goal \$35,000 Update Needed
 - LISI – SILVER
 - Sutter Plus –SILVER
 - **JUST HEARD FROM JOSH KELLER THAT HE PUT THRU THE REQUEST. I'LL LET YOU KNOW WHAT KP DECIDES WHEN I HEAR BACK FROM HIM. I ALSO HEARD HEARLIER FROM DAVE FEAR THAT HE WOULD**



**RUN IT UP THE POLE TOO. I HAVEN'T HEARD BACK FROM HIM EITHER.
NO OTHERS AT THIS TIME.**

- Crab Feed – Update – Meeting 11-6-2020- You have a copy.
- Nov. Speaker – 8 people signed up for right now.
- **Professional Development**
 - SAHU Business Expo – 4-2021- Looking for confirmation of date.
 - Working on Speaker List
 - Leg- Update possibly – Added
 - Committee: Bryan Coppin, Michael Saab, Rosamaria Marrujo, Sam Siders, Carmen Perea and Helen Ornellas
- **Programs**
 - Virtual Nov. 18th Lunch – Scott Diehl
 - Virtual Jan. 20th – SAHU Speaker – Perry S. Braun
 - Virtual – February – Pending
 - Virtual March 17th – Pending Speaker
 - Virtual May 19th – Pending Speaker
- **Media – IT**
 - Web- Site – Review- Storage and E-Blast- Newsletter 1-1-2021 – SAHU Board Review needed.
 - Zoom meeting needs to capture Lic. NPN, and last 4 of SSN.
 - Report to Michael for CE Credits after meeting is over.
 - An ask for articles of when SAHU has been mentioned.
- **Membership**
 - New members – Review at SAHU Board Meeting -1 new member.
 - Survey – I saw a note to RM, do we know where this is at. - No response yet.
 - Featured New Articles - Members. Pending
 - Start looking at an out bound Facebook or other SS media for membership.
- **Membership Retention-**
 - Retention Report – Review at SAHU Board Meeting
 - Celeste – To call lapse and terminated – To be done monthly, SAHU Board Members to help.
- **Vanguard Council – VACANT – Happy Hour 1-2021**
- **Carrier Relations – VACANT**
- **Communications – Update- Newsletter and E- Blast. – First Newsletter Out and Lunch**
 - **E-Blast. – On Track**
- **Community Service – Santa's Workshop – River Oaks Center-** 40 gifts purchased, adding more items. Market on SAHU Facebook page and outside of SAHU. Thank you Donation letter needed.
- **PAC- No Update**
- **Awards – No Update**



- Medicare – No update

Review Calendar – Sam Siders

- Past Events within last 30 Days
 - Statewide Medicare Expo August 26, 2020 – Still waiting for check.
 - CAHU Annual Summit – Oct 6th & 7th
 - SAHU Virtual Lunch Meeting – Glen Drouin – Oct. 21st
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- Future Events within next 60 days
 - - SAHU Virtual Lunch Meeting – Scott Diehl – Sponsor- WORD & BROWN -Nov 18th
 - - Santa’s Workshop – River Oaks – Children Wish List
 - - SAHU BOY Chili - 12-16-2020 – Sponsored WHA- VSP & O&A- Draw with Stacy

Old Business

- Virtual Summit Refund- \$3,000 – Pending 60 day window from Sept 2020. Received

New Business

- BYO Chili- Draw with Stacy 12-16-2020- Review Details
- Santa’s Workshop –River Oaks – Children Wish List
- Happy Hour Vanguard- 1-13-2020 – Rosamaria- More Information to come.
- Crab Feed 2-5-2021- Need SAHU Board Recommendation – No In Person Crab Feed Event.
- Business Expo- April?
- Golf Date – May 21,2021

Adjourn