



SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting

Minutes

10-08- 2020

10:00AM

Zoom Video Meeting

Call to Order – Sam Siders 10:05 AM

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

Committee Reports – Votes or Decisions to be made

Some committee reports were provided in advance of the board meeting

- **Executive –Sam Siders**
- Other Business
 - Executive Committee Meeting – the minutes were distributed to Executive Board, Sam Reviewed.
 - Crab Feed – Update – Okay with a “Not In Person Event”. SAHU Board Members to join the Crab Feed Committee: Sam Siders, Carmen Perea & Rosamaria Marrujo for IT support only.
 - SAHU Sponsorship Matrix- Plan – Sam reviewed and reaching out to Agencies and Executive Director- Reach out to current SAHU Sponsors.
- **President-Elect – Carmen Perea : No Update**
 - Board Update – Reviewed with Executive Board – Planning 2021-2022
 - Other Business
- **Treasurer – Carmen Perea**
 - August - Financial Report – *Carmen Perea – Pending Jeannie on Vacation.*
Review and Accept at next meeting in Nov:
 - Accept NA
 - Second NA
 - Moved NA
 - Accepted NA

SAHU – Sacramento Association of Health Underwriters – www.sahu-ca.com – info@sahu.com

Phone -916-804-9888 - Fax- 866-913-7038



- **Executive Director – Helen Ornellas- Reviewed**
 - SAHU Sponsorship Matrix Review – Goal \$35,000
 - Video Message from SAHU President – December – Monthly Newsletter
 - Crab Feed – Update – See email attached to this agenda.
- **Professional Development – Bryan Coppin**
 - SAHU Business Expo – 4-2021
 - Add Review of NAHU Web Site to Program for Pacesetters – 5 minutes.
- **Programs – Michael Saab – Need Current Speaker List – Helen, Lissette and Rosamaria.**
 - Virtual Oct. 21st Lunch – Virtual – Glen Drouin
 - Virtual Nov. 18th Lunch – Scott Diehl
 - Virtual Jan. 15th – Pending Speaker
 - Virtual March 17th – Pending Speaker
 - Virtual May 19th – Pending Speaker
- **Media – Rosamaria Marrujo**
 - Web- Site – Update
 - Date for Web-Site to have storage – By end of year.
 - Date for Web-Site to do E-Blast and Newsletter- End of year.
 - Media Updates in General
- **Membership –Conner Deck- Update Report:**
 - New members No
 - Feature a New Member each month for Newsletter.
- **Membership Retention- Celeste Covey**
 - Retention Report NA
- **Awards & Recognition – Michele Meder - NA**
 - CAHU – Chapter of the Year
 - Pacesetters 2020-2021
- **Legislative – Connie Correia NA**
 - Update
 - Washington DC? February
 - Cap Conference? Spring
- **PAC – Josh Keller Nothing to report.**
 - SAHU Board Member- PAC
- **Community Service – Brian Christy**
 - Update – Looking into programs for the first of the year.
 - River Oaks \$500- Next month, get an answer.
- **Vanguard Council – VACANT**
 - Happy Hour Jan 13th, 6:00PM More information to come.



- **Communication – Lissette Rosenberg : Everything is up and going.**
 - Newsletter – Update
 - E- Blast – Update
 - SS Media – Review – Who is going to manage it.
- **Carrier Relations – VACANT**
 -
- **Medicare – Rosamaria Marrujo**
 - Statewide Medicare Expo - Revenue Pending – No income yet.
 - Add Medicare Page to SAHU Web-Site – First of year?

Review Calendar – Sam Siders

- **Past Events within last 30 Days**
- **Future Events within next 60 days**
 - - SAHU Virtual Lunch Meeting – Scott Diehl – Nov 18th
 - - SAHU – December Message – Thanking our Membership and Sponsors for their support during 2020. Video Message. **NO EVENT IN DECEMBER.**

Old Business

- **SAHU Vote to move money from SAHU Savings to SAHU General Account \$15,000. Voted and Passed on 9-29-2020. Email Back Up**
- **Medicare Summit- Funds to SAHU – Update Rosamaria. No Check yet.**
- **Virtual Summit Refund- \$3,000 – Pending 60 day window from Sept 2020.**
- **-CAHU Annual Summit – Oct 6th & 7th**
- **-SAHU Virtual Lunch Meeting – Glen Drouin – Oct. 21st**

New Business

- **Golf Date – May 21,2021**
- **-SAHU – December Message – SAHU President- Thanking our Membership and Sponsors for their support during 2020. Video Message.**
- **Paint with Stacy- BYO- Chili Event 12-16-2020 6:00PM**
- **Crab Feed 2-5-2021- Need SAHU Board Recommendation – No In Person Crab Feed Event.**

Next Meeting 11-12-2020

Adjourn 11:04AM