



SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting

Minutes

9-10- 2020

10:00AM

Zoom Video Meeting

Agenda

Call to Order – Sam Siders 10:05AM

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

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
 - Reviewed Golf Tournament- Talk about no Shot Gun- Email or E-Blast Communication to players.
- **President-Elect – Carmen Perea**
 - Board Update –Pending
 - Other Business
- **Treasurer – Carmen Perea**
 - August - Financial Report – Carmen Perea- Reviewed –Management fee corrected
 - Motion- Sam Siders
 - Accept – Rosamaria Marrujo
 - Second- Lissette Rosenberg
 - Moved - Yes
 - Accepted – Yes
 - Budget Revision – Jeannie Bruins and Helen Ornellas – None



- **Executive Director – Helen Ornellas**
 - SAHU Sponsorship Matrix Review – Goal \$35,000-
 - Notes: Sam will ask that everyone help in meeting goal of \$35,000. Sam will be calling everyone to review on the SAHU Board, Brokers, Agencies, and GA's. Email an E-Blast to help get the message out about the benefits. Promote the Bronze Package to Agents and Brokers.
 - Vote to accept the SAHU Sponsorship Matrix Review – Goal \$35,000-
 - Motion- Connor Deck
 - Second – Carmen Perea
 - Moved Yes
 - Accepted – Yes
 - Golf Tournament – Update – No Shot Gun Start – Reviewed
 - Chili Cook Off? Should this happen?- Canceled- Something to take its place
 - Crab Feed – Update – Plan A & B- Planning in person and drive up or delivery.
- **Professional Development – Bryan Coppin**
 - SAHU Business Expo – 4-2021
 - Bryan is working on getting speakers and coming up with ideas to run a smooth and more interactive event in April.
 - Jan Mesa – Speaking
 - Sam asked that Bryan work on getting the committee together and start meeting in Oct. once a month then twice a month starting in January or February.
- **Programs – Michael Saab**
 - 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
 - Email sent out.
 - Asked if everyone could sign in .
 - Asked that everyone on the SAHU Board review the site and provide feedback.
 - Media Updates in General
 - Articles submitted not ran, still counts for PS Award points.
- **Membership –Conner Deck**
 - New members
 - Four New Members
 - Conner will call and check in.
 - One Minute Membership at meetings and video.