



SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Executive Board of Directors Meeting Minutes

3-17-2021

10:30 AM

Zoom Video Meeting

Agenda

Call to Order – Sam Siders 10:32AM

- Record attendance – Helen Ornellas: Sam Siders, Carmen Perea, Helen Ornellas, Rosamaria Marrujo, Brian Christy, Bryan Coppin, Connie Correia, Michael Saab, Conner Deck, Michele Meder.
- Not in Attendance: Celeste Covey, Lissette Rosenberg, Josh Keller.
- Approved Minutes: 2-2021- M- Michael Saab, S- Conner Deck – Approved
- Sam Siders – SAHU President
 - Update
 - Crab Feed Update- Helen to update. March 5th – Recap- Sam spoke about how good the event went and everyone had fun1
 - Statewide Leadership Conference – April – 28th -29th- Free- All SAHU Board Members should attend. Link will be available on the 19th of March on the CAHU Web-Site.
- President-Elect – Carmen Perea
 - Board Update – Committee –July - 2021 – No Update
 - Other Business
- Treasurer – Carmen Perea
 - Review P&L- 2-2021- Pending – Reviewed
 - Balance Sheet – 2-2021- Pending – Reviewed
 - Accept P&L M- Conner Deck, S- Brian Christy – Accepted
- Executive Director – Helen Ornellas
- Crab Feed – Update – P&L will be set out to Crab Feed Committee and the SAHU Board.
- Helen Golf- Email to Jon Hutchison for start date on meetings. End of March, Save the Date Email. Going Out Friday the 19th.
- Professional Development
 - SAHU Business Expo – July 29th, 2021- Next Meeting – 3-19-2021
 - Committee Meetings – Once a month 2021- Pending Next Meeting Invite
 - Committee: Bryan Coppin, Michael Saab, Rosamaria Marrujo, Sam Siders, Carmen Perea and Helen Ornellas

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

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



- **Programs**
 - Requested Updated Speaker list from Michael Saab. Need April- June 2021- **Completed- On Web Site**
- **Media**
 - Membership and SS Media Proposal – Rosamaria will review at meeting. Pending 2-2021- **Send out to SAHU Board for Review and Vote to approve.**
- **Leg-** Connie should set up a Coffee talk for a review of the Washington DC Cap. Conference
- Bill Review Update on 3-18-2021
- Coffee Chat Date – TBD- Waiting for Dave Fear Sr. and PP.
- Cap Con CA- May 17th – 19th.

- **Membership**
 - New members – Review at SAHU Board Meeting : **Conner to meet with Rosamaria to put a plan in place. SS Media Meeting Blast.**
- **Membership Retention-**
 - Retention Report – Review at SAHU Board Meeting – **No Update**
- **Vanguard Council – VACANT**
- **Carrier Relations – VACANT**
- **Communications – Update- None**
 - **SS Media –**
 - **E-Blast. – On Track**
 - **Newsletters- On Tack**
 - **Events Marketing**
- **Awards – Update Below**
 - Working on Cert. for 2021.
 - Working on Pacesetters – Email to complete training Modules. 3-14-2021

Review Calendar – Sam Siders

- **Past Events within last 30 Days**
 - Speaker Event – Carolyn McNairy – 2-17-2021
 - SAHU Crab Feed Auction Event March 4th , 2021
 - Crab Feed COVID Style- March 5th , 2021



- **Future Events within next 60 days**

- Speaker Event – March 17th - Scott E. Galbreath, J.D., LL.M 3-17-2021 **CE Course #:
385286**
- Speaker Event - Allan Rahn – April 14th - “More Business Disruption Ahead – How to Refresh your Brand and Create Demand for an Ever-Changing Audience – No CE
- CAHU Statewide Leadership Conference – April – 28th -29th
- Speaker Event – Brad Davis – June 16th - The Current Health Insurance Marketplace – An Agents Overview 2020 and Beyond – 1 CE - CE #384896

Old Business

New Business

Adjourn: 11:16 AM