SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

**SAHU Board of Directors Meeting**

10-14-2021

10:00 AM

Start: 10:00AM  
End: 10:45 AM

Zoom

# **Agenda**

**Call to Order – *Carmen Perea***

* ***Record attendance: Carmen Perea, Sam Siders, Brian Christy, Rosamaria Marrujo, Michele Meder, Michael Saab, Dylan Ausherman, Angie Caruso, Andy Fullerton, Patricia Rodriguez, Mariette Lasley, Danny Langarica, Kerri Sanford.*** 
  + ***Absence- Lissette Rosenberg, Connie Correia, Celeste Covey, Connor Deck,***
* ***Minutes- 9-2021- Approved – M Kerri Sanford – S- Michael Saab***
* ***Treasurer – Andy Fullerton – M – Mariette Lasley S- Angie Caruso***
  + Review P&L- 9-2021 –
  + Balance Sheet – 9-2021**-**
* ***Presidents Items for Review:***
  + Sam Siders – Year in Review – Oct- **Confirmed**
  + E-Blast Events and SAHU Newsletters **– Newsletter- 3rd week of each month.**
  + Crab Feed – All SAHU Board Members to Help- Signup Sheet in Nov. **List ready for Nov. meeting.**
  + Review Matrix for Increases. Bronze- $1,500, Silver $2,500 Gold $3,500. – **Send out to SAHU Board for review.**
  + Helen – Start sending out emails for SAHU Annual Sponsorship this week:
    - Confirmations’: WORD & BROWN $10,000 Bender Solutions $1,500, Aetna Gold- Pending $3,000.
  + Toy Drive and Food Drive- Update- **Working on this.**
  + SAHU Board Members – Complete Training – **Michele Meder reviewed again**.
  + SAHU Board application request email- January 1st- March – Post Slate- Votes if needed. All done by May if possible. **Yes**
* Executive Director- Sponsorship Matrix, Crab Feed
* SAHU Board Member Review:
  + Communication- **Photos for events and committee meetings.**
  + Community Service – **Working on Food Drive and Toy Drive will be Amazon again. Will get everything over to Rosamaria’s marketing team.**
  + Programs – **See update below.**
  + Legislative - **NA**
  + PAC- **NA**
  + Awards – **Training and Web-Site Upload**.
  + Professional Development – **NA**
  + New Membership- **9-2021 3 New Members. Angie to reach out to Renee Balcom for New Member Spot Light.**
  + Membership Retention – **Following up.**
  + Carrier Relations- **On Crab Feed Committee.** **Reached out carriers for sponsorship.**
  + Diversity Equity and Inclusion – **Meeting 9-7-2021. Getting Panel together for April meeting.**
  + Vanguard- **March Axe Throwing Live Event, Possible Lip Syncing V- Contest.**
  + Medicare **– Meeting 10-11-2021, committee of 3 working on topics for meetings & Business Expo**.
* **Calendar Sept 2021 -July 2022- Work In Progress.**
* October – Virtual -   Tom Avery/Innovative Broker Services/ Topic: Simple Technology Hacks to Improve Agency Productivity- **12 People signed up.**
* November **– 11-17-2021- Panel New & Emerging Benefits**
* December – **No SAHU Member Meeting. Toy Drive and Food Drive?**
* January -  **Virtual - Pending**
* February – **In Person Crab Feed, marketing to begin right after November meeting.**
* March – **Vanguard Axe Throwing contest.**
* April – Virtual     Dei Speaker/Panel      You have Social Media listed,   May need to put DEI/Speaker panel here.
* May – no meeting.  In Person Golf Tournament
* June – Virtual- 2022-2023 SAHU Board Retreat and Induction
* July- in Person Biz Expo

**Review Calendar –Carmen**

* + **Past Events within last 30 Days**
* Speaker- Brad Davis

**Future Events within next 60 days**

* Speaker for Oct – Tom Avery

**New Business- 10-19-2021 - A*ccept Connor Deck’s resignation and approve Josh Keller as replacement - Professional Development Chair – 10-13-2021***

* **Motion – Mariette Lasley**
* **Second – Danny Langarica**
* **Approved – Yes**

**Old Business -**