SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

**Board of Directors Meeting**

11/11/2021

10:00 AM

Zoom

Meeting Start: 10:02 AM

Meeting End: 10:40 AM

# **Agenda**

**Call to Order – *Carmen Perea***

* ***Record attendance: Carmen Perea, Rosamaria Marrujo, Sam Siders, Brian Christy, Michael Saab, Michele Meder, Andy Fullerton, Patricia Rodrigues, Mariette Lasley Kerri Sanford.*** 
  + ***Absence- Lissette Rosenberg, Connie Correia, Dylan Ausherman, Angie Caruso, Danny Langarica, Josh Keller,***
* ***10-2021 Minutes:***
  + ***Motion- Mariette Lasley***
  + ***Second – Andy Fullerton***
  + ***Passed***
* ***Treasurer – Andy Fullerton*** 
  + Review P&L- 10-2021 –
  + Balance Sheet – 10-2021**-**
  + **Motion- Brian Christy**
  + **Second – Michele Meder**
  + **Passed**
* ***Presidents Items for Review:*** 
  + Washington DC- Carmen – Virtual
  + E-Blast Events and SAHU Newsletters **– Reviewed**
  + Crab Feed – All SAHU Board Members to Help- Sign Up Sheet in Nov. – Update Helen Ornellas – **Reviewed**
  + Review 2022 SAHU Sponsorship: **Reviewed**
    - All current Sponsors received email.
    - Paid - Word and Brown- Ameritas, Beam
    - Not renewing- Siders & WSR
    - Pending – Bender Solutions – 1-1-2022 Aetna 1-1-2022- AMWINS 1-1-2022
    - Rest waiting for response.
    - SAHU Board needs to reach out over the next 2 months. - Carmen what’s your goal?
  + Toy Drive- **Active 11-11-2021** and Food Drive- **Pending**
  + SAHU Board Members – Complete Training **Date- 1-10-2022**
  + SAHU Board application request email- January 1st- March – Post Slate- Votes if needed. All done by May if possible.
* Calendar 2021-2022: **Need update from meeting on 11-2-2021**
* **Calendar Sept 2021 -July 2022- Work In Progress.**
* November – Panel New and Emerging Benefits & Toy Drive for River Oaks, Brian Christy, Community Service. I’ll check with him.  That will give us plenty of time to get donations.
* December – Dark
* January -  Virtual
* February – In Person Crab Feed, marketing to begin right after November meeting.
* March – Leg Update Marcy Buckner and Connie Correia & 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

**Chair Notes:**

* **Leg- NA**
* **PAC- NA**
* **DEI- NAHU Cert Program- Recommended, Shared Quote and Purpose Statement. Panel Update.**
* **Awards- Working on Chapter Cert. Training Completed 1-10-2022.**
* **Media- New Membership Boost SS Media, Marketing on track, membership email Funnel completed.**
* **Communication- NA**
* **Professional Development- NA**
* **Medicare- Next meeting in December**
* **Programs-Listed Above- waiting for update.**

**Review Calendar –Carmen**

* + **Past Events within last 30 Days**
* Speaker for Oct – Tom Avery

**Future Events within next 60 days**

* November Speaker – Panel New and Emerging Benefits – 6 people signed up.

**New Business-**

* **Axe Throwing Contest Vanguard March Contest- Place – Date – Information. Save The Date E- Blast**

**Old Business – None**