SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

**SAHU Board of Directors Meeting Minutes**

12/9/2021

10:00AMM

Zoom

Meeting Start: 10:00 AM

Meeting End: 10:45 AM

# **Minutes**

**Call to Order – *Carmen Perea***

* ***Record attendance: Carmen Perea, Sam Siders, Brian Christy, Rosamaria Marrujo, Angie Caruso, Michele Meder, Patricia Rodriguez, Mariette Lasley, Danny Langarica, Kerri Sanford, Helen Ornellas.***
  + ***Absence- Lissette Rosenberg, Michael Saab, Connie Correia, Dylan Ausherman, Andy Fullerton, Josh Keller.***
* ***Craig Gussin- PAC – Guest- Requested that everyone on the sign up for the CA PAC, at least $25 a month. Contest- Increase of 20% - 1 Ticket for CA Cap Conference.***
* ***Motion - Minutes from November 2021- Motion – Rosamaria Marrujo- 2nd- Mariette Lasley. Approved***
* ***Treasurer – Andy Fullerton – Helen Ornellas - Motion – Kerri Sanford- 2nd- Michele Meder- Accepted -* November Financials**
  + Review P&L- 11-2021 –
  + Balance Sheet – 11-2021**-**
* ***Presidents Items for Review:*** 
  + SAHU Board application request email- January 1st- March – Post Slate- Votes if needed. All done by May if possible.
  + Washington DC- Carmen – ***Looking at Carmen Perea, Rosamaria Marrujo, Mariette Lasley. Registration completed by January 2022, first week.***
  + ***SAHU Board Chair Updates***
  + E-Blast Events and SAHU Newsletters **– *Reviewed***
  + ***Exe- Director- Helen Ornellas*** – ***Reviewed***
  + Crab Feed – All SAHU Board Members to Help- Sign Up Sheet in Nov. – Update 2022 SAHU Sponsorship:
    - All current Sponsors received email.
    - Paid - Word and Brown- Ameritas, Beam
    - Pending – Bender Solutions – 1-1-2022 Aetna 1-1-2022- AMWINS 1-1-2022- Lawlen Insurance -1-1-2022
    - Rest waiting for response.
    - SAHU Board needs to reach out over the next 2 months
  + ***Awards- Michele Meder*** - SAHU Board Members – Complete Training ***January 10th, 2022.* Working on Chapter Cert. –Pacesetters.**
  + ***Membership Retention- Dylan Ausherman-*** Absent
  + ***Angie Caruso – New Membership –*** New Member Email Campaign set and ready to go.
  + ***Patricia Rodriguez-*** ***Carrier Relations-*** Working with carriers and getting Dessert’s and Raffle for the Crab Feed.
  + ***Mariette Lasley – DEI-*** Meeting on 11-11-2021- Next Meeting 12-9-2021. Confirming Panel for March 2022.
  + ***Danny Langarica***- Vanguard- Working on getting details for Smart Axe Event in March 2022. CAHU Lip Sync rescheduled to first quarter 2022. Sending over event details and sponsorship for Smart Axe Event.
  + ***Josh Keller – Professional Development***- Absent
  + ***Kerri Sanford***- ***Medicare Chair-*** Nov meeting completed, December meeting on the 13 th. Working on Medicare Moments for Newsletter and SAHU Monthly meetings.
  + ***Lissette Rosenberg***- ***Communications-*** Absent.
  + ***Brian Christy*** – ***Community Service-*** Toy Drive River Oaks- 50-60 Toys, delivered next week. - Will get picture for the Newsletter and Pacesetters. Food Drive connected to another in person event in 2022.
  + ***Michael Saab***- ***Programs***- See below
* **Calendar Dec -2021 -July 2022- Work In Progress.**
* December – Dark
* January - Virtual- Topic will be on new trends for the agency. Tim Kanter will be spending a few minutes to cover the new CAHU foundation mentorship program at the January meeting
* February – In Person Crab Feed, marketing to begin right after November meeting.
* March – Leg Update Marcy Buckner : Smart Axe Vanguard Event
* 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**
* November Speaker – Panel New and Emerging Benefits – 6 people signed up.

**Future Events within next 60 days**

* **Toy and**

**New Business-**

* **Continue to streamline all SAHU processes, completed by 6-30-2022.**

**Old Business – None**