SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

**Board of Directors Meeting Minutes**

8-12-2021

10:00AM

Zoom

Meeting Start 10:01

Meeting End 11:00

# **Agenda**

**Call to Order – *Carmen Perea***

* ***Record attendance: Carmen Perea, Sam Siders. Lissette Rosenberg, Brian Christy, Rosamaria Marrujo, Michael Saab, Michele Meder, Connor Deck, Dylan Ausherman, Angie Caruso, Andy Fullerton, Patricia Rodriguez, Mariette Lasley, Danny Langarica, Kerri Sanford, Helen Ornellas*** 
  + ***Absence- Connie Correia, Celeste Covey***
* ***Minutes:***
  + July Retreat & July BOD Meeting – Approved- M-Andy Fullerton- 2nd- Patricia Rodriguez.
* ***Treasurer – Andy Fullerton – Helen Ornellas***
  + Review P&L- 7-2021 – Accepted – M- Connor Deck- 2nd- Angie Caruso
  + Balance Sheet – 7-2021 – Same as Above
  + Review Budget 2021-2022 – Accepted – M Mariette Lasley – 2nd- Sam Siders
  + Year End 2020-2021 P&L- Accepted – M- Michael Saab – 2nd – Connor Deck
* ***Presidents Items for Review:***
  + Sam Siders – Year in Review – Moved to Oct. V- Meeting Due to August Induction & September being an In Person Event.
  + Ami Bera Swearing In – Canceled- Looking for Replacement.
  + Expo Review- Everyone happy with results. Will make budget after all sponsorship money received. Outstanding Aetna $1,200.
  + September Meeting Live – Need Help w Checking People In. Membership
  + Membership- SS Media – Committee Update- Will meet in Aug.
  + E-Blast Events and SAHU Newsletters – Update – Working on putting a schedule together.
  + PAC- Update - None
  + Committee – Review – Who needs help? New SAHU Board
* Executive Director - Nothing
* Communications – Newsletter Schedule- Working with committee.
* Community Service- Alzheimer’s Walk – Speaker at next meeting 5 minutes. Not sure what SAHU is doing to sponsor this event.
* Media Relations- Do a News Release on each SAHU Board Member
* Programs- CAHU $1 per person to file CE Credits- Aug speaker confirm, Sept Speaker confirmed- working on details for live event-
  + Urban Roots Brewery & Smokehouse 9-15-2021
  + Mixer - Speaker Brad Davis- WSR- Agency Management
  + Time 6-8
  + 36 Tickets at $50 Each
  + Event WHA Sponsor – Please confirm
  + Sponsorship- Are you okay with this below.
    - Event Sponsor $500
    - Drink Sponsor - $200
    - Badge Sponsor - $100
    - Food Sponsor -  Sponsor $300
    - Event Social Media Sponsor $200
  + Motion made to sign and accept the proposal from Urban Roots Brewery- See Attached- $900 for room charge, food, tax and tip.
    - Approved - M- Michael Saab 2nd – Andy Fullerton
* Legislative NA
* PAC- NA
* Awards- Applying for CAHU Chapter of the Year, Reviewed what goes in Doc Storage, NAHU Training for SAHU Board Member needed. Will send out email soon with directions and log in information.
* Professional Development- Planning a meeting with Bryan Coppin to review and plan for the next meeting in July of 2022. Has one speaker already. Getting committee together to set up first meeting.
* Membership New- Update next month
* Membership Retention- Update next month
* Carrier Relations- To meet with Helen Ornellas soon.
* DEI- Diversity Equity and Inclusion
  + Has committee together
  + Mission Statement completed
  + DEI Moment at each meeting moving forward.
  + March 2022- Panel Meeting- Agenda & Sponsors TBD
* Vanguard NA
* Medicare
  + 3 Members on Committee
  + Meeting 8-13-2021
  + Press Release & Marketing for Membership – Medicare Agents
  + Updates on current changes.

**Review Calendar –Carmen**

* + **Past Events within last 30 Days**
* SAHU Business Expo

**Future Events within next 60 days**

* Speaker for Aug 18th Iain MacDonald – dibroker West
* CAHU Medicare Expo – Aug 26th & 27th
* Speaker for Sept 15th – Brad Davis - Urban Roots Brewery & Smokehouse

**New Business: Sam Siders Year in Review Oct.**

**Old Business -Virtual Summit- Bank Charge $2999-Completed**