



SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

SAHU Board of Directors Meeting

02/10/2022

10:00AM

Zoom

Meeting Start: 10:00AM

Meeting End 10.50AM

Call to Order – Carmen Perea

- Record attendance: Carmen Perea, Sam Siders, Brian Christy, Rosamaria Marrujo, Lissette Rosenberg, , Angie Caruso, Andy Fullerton, Mariette Lasley, Danny Langarica, Josh Keller, Kerri Sanford,. Dylan Ausherman. Helen Ornellas
 - Absence- Patricia Rodriguez, Michael Saab, Michele Meder, David Fear Jr
- Approve Minutes : Motion – Carmen Perea – Second- Danny Langarica – Passed
- Treasurer – Andy Fullerton – Motion to Accept- Mariette Lasley- Second- Danny Langarica. Accepted – Passed
 - Review P&L- 01/2022
 - Balance Sheet – 1/2022
- Presidents Items for Review:
 - Guest – CAHIP PAC Chair – Craig Gussin: Talk about CAHIP PAC- Asked for SAHU Board to sign up for monthly cont..
 - CAHU name change to CAHIP - California Association of Health Insurance Professionals – Carmen Talk about this. Move forward in 2022-2023.
 - Sponsorships - Board help needed and reviewed.
 - SAHU Board Members – Complete Training- YES
 - SAHU Board 2022-2023 Board selections/nominations - application request email- January 1st- March – Post Slate- Votes if needed. All done by May if possible.
Working
 - Where are we at with Pacesetter and any other awards we’re targeting? Working
- Helen
 - Crab Feed Update 4-8-2022 – Tickets, Raffle, Live Auction. - Reviewed and need Volunteers day and night of.
 - SAHU Golf- First meeting pending in March.
 - Vanguard – Danny Axe Event – Everything posted on SAHU Web-Site under Events with flyers.
 - SAHU Expo- Josh Keller to move forward- Date Pending 7-28-2022.
- SAHU Chair Review:
 - Communications- Rosamaria asked Listed to tag everyone on SS Media for the Crab Feed.



- Community Service- Food Drive – Joey’s Locker – Vanguard Event in May more information to come.
- Media Relations- Continuing to post for all events and looking for support on SS Media for everyone to tag, like and forward. Crab Feed ticket process – Sponsorship and Live Auction.
- Programs- NA
- Awards- Working on Pacesetters
- Membership-NO new members
- Membership Retention-. N/A
- Carrier Relations- Sending information on Crag Feed to Brokers and talking to them in person and over the phone.
- DEI- - Update – Speaker Meeting 4-20-2022- Everything moving forward.
- Vanguard- Sponsor’s needed main event sponsor.
- Professional Development- NA
- Medicare- Committee Meeting completed
- Leg – Leg Bill review- Dave Fear Jr \$400 for air faire- Dave Fear Jr. Motion made for Air Faire for David Fear Jr for CAHIP Bill Review up to \$400- Carmen Perea- 2nd- Mariettee Lasley- Passed.

Review Calendar –Carmen

- Calendar 2021-2022: Updated

Calendar Dec -2021 -July 2022- Work In Progress

- February – Coffee Chat 2-16-2022
- March – Leg Update - Legislative Update – Dawn McFarland 3-23-2022
- April – Virtual DEI Speaker Panel – Crab Feed 4-8-2022
- May – no meeting. In Person Golf Tournament 5-20-2022
- June – Virtual- 2022-2023 SAHU Board Retreat and Induction – Vanguard- Need Speaker Still
- July- in Person Biz Expo

Past Events within last 30 Days

- Speaker Meeting – Jan 19th – Emerging Benefits

Future Events within next 60 days

- February – Coffee Chat 2-16-2022 Carmen Perea and David Fear Jr.
- March – Leg Update - Legislative Update – Dawn McFarland 3-23-2022
- April – Virtual DEI Speaker Panel – Crab Feed 4-8-2022
- May – no meeting. In Person Golf Tournament 5-20-2022 – Vanguard Axe Throwing 5-26-2022
- June – Virtual- 2022-2023 SAHU Board Retreat and Induction – Speaker needed
- July - in Person Biz Expo Pending date 7-28-2022



New Business

Old Business –