



SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

SAHU Board of Directors Meeting Minutes

08/17/2022

10:00 AM

Zoom

Meeting Start: 10:02 am

Meeting End: 11:10 am

Call to Order – Rosamaria Marrujo

- **Record attendance:** Rosamaria Marrujo, Carmen Perea, Cerrina Jensen, Dave Fear Jr., Angie Caruso, Adam Aguilar, Christine Glaesman, Andrew Garnett, Kyle Frantz, Michele Meder, Patricia Rodriguez, Danny Langarica, Kerri Sanford, Helen Ornellas, Michele Mill, Telly Tasakos
 - **Absence- None**

- Review July Board Meeting Minutes
 - (**Make a Motion**) M- Kerri Sanford S- Dave Fear **Pass - Yes**

- **Treasurer/Secretary – Michele Mills – Financials reviewed by Helen Ornellas**
 - Review P&L- 06/2022
(**Make a Motion**) M- Michele M. S- Cerrina Jensen **Pass - Yes**
 - Balance Sheet –06/2022 **Reviewed and explained to all board members**
 - **July Financials will be available for review in September**

- **Presidents Items for Review:**
 - Medicare Summit – Update & Budget (**Make a Motion**) M- Kerri Sanford S- Kyle Frantz **Pass - Yes**
 - 2022-23 Budget finalized (**Make a Motion**) M- Kerri Sanford S- Patricia Rodriguez **Pass - Yes**
 - Moxie Bookkeeping Contract (**Make a Motion**) M- Kerri Sanford S- Andrew Garnett **Pass - Yes**
 - TAIA Marketing Contract
 - **Make a motion to allow an exception to the SAHU By Laws – Section 6.08 Compensation** – That TAIA Marketing which Rosamaria Marrujo is the both the President and owner of and the current SAHU President, can be paid for services rendered by SAHU Board approved, TAIA Marketing contract. This will need to be approved each year by the incoming SAHU



Board 7-1-2023. **(Make a Motion)** M- Kerri Sanford S- Patricia Rodriguez **Pass - Yes**

- **(Make a motion) to approve the TAIA Marketing contract for 2022-2023.** M- Michele Meder S- Andrew Garnett **Pass - Yes**

- SAHU Name Change – 6-28-2022 – On hold for NAHU Requirements

- **Lauren Bayha – Executive Director**

- SAHU Expo- Update
- Moxie – Bookkeeper 7-1-2022 – Onboarding will be taking place soon and Jeannie is staying for August only to help with the transition
 - **(Make a motion)** to pay Jeannie \$500 for the month of August to help with the transition. M- Kyle Frantz S- Dave Fear **Pass - Yes**

- **Rosamaria Marrujo- Working On**

- Medicare Summit
- Confirm Speaker Meeting Dates- Is anyone working on the next 3 meeting dates yet? Sept/Oct/Nov Dates for the year are set as:

- July 2022 None Expo 7-28-2022
- August 2022 None Medicare Summit 8/30-31
- September 2022 YES 9-28-2022
- October 2022 YES 10-19-2022
- November 2022 YES 11-16-2022
- December 2022 Dark
- January 2023 YES 1-18-2023
- February 2023 YES 2-15-2023
- March 2023 NO Crab Feed 3-31-2023
- April 2023 YES 4-19-2023
- May 2023 NO Golf PENDING
- June 2023 YES 6-21-2023



- SAHU Chair Review:
 - Communications- Kyle Frantz – Discussed Business Expo Videos or Pictures please send to Kyle -if you have any and member highlight form please fill out
 - Community Service- Andrew Garnett- working on getting a committee mtg schedule
 - Media Relations- Antonette Vanasek -Press release has been sent out for the business expo – Discussed a Women’s themed event “Fashion Show /Luncheon” SAHU Girls night out -Pedi/Mani
 - Programs- Christine Glaesman -Panel Discussions- Review best practice in our industry -If there are any Agents/GA you would like to recommend please send to Christine.
 - Awards- Michele Meder -Reminder to go to NAHU and SAHU Websites and do the training modules and NAHU there is a Video that needs to be watched – all members to have completed by Mid-September 2022.
 - Membership- Angie Caruso -Our First Committee Meeting as a group is Aug 24th @ TATA Large Conference room from 11 am to noon
 - Membership Retention- Telly Tasakos looking for increasing the membership of the group and have attended multiple meetings with Angie Caruso.
 - Carrier Relations- Patricia Rodriguez - working on new SAHU Grid for Sponsorships with Helen, Rosamaria and Lauren.

 - PAC- Cerrina Jensen- please remember to contribute to the State and National PAC–
SAHU to donate \$175 to CAHU PAC from the 50/50 raffle conducted at the Business Expo (Make a Motion) M- Cerrina Jensen S- Michele Meder
Pass - Yes
 - Vanguard- Danny Langarica -Talked about doing unique events like Cocktail/Happy Hours
 - Professional Development- Adam Aguilar -Figuring out what time of the year would be best time for the best attendance and greatest outcome.
 - Medicare- Kerri Sanford -Proposal Passed for Medicare Summit August 30th and 31st
 - Legislation – Dave Fear Jr. -Most Bills left on the docket are dead, nothing new.
Meeting this week for an update.



- **Projects committed to in 2022-2023**

- SAHU Sponsorship Matrix updated and on-line for purchase. Marketing team to make the benefits automated with reminders of benefits. Form a committee to get this going – setting up a date for committee to set new annual sponsorship. Board has to approve it. - Helen, Lauren and Rosamaria working getting this update to have on the docket for next meeting to vote on.
- Automatic Meeting Calendar reminders – SAHU has purchased a plug-in for this and needs to be set up. For Speaker Meetings – Sign up get a meeting invite right away.
- More in-person opportunities
- Speaker Calendar July 2022 - June 2023

Past Events within last 30 Days

- July 28, 2022 - in Person Business Expo with CE Courses

Review Calendar – Rosamaria

- August 30/31 – Medicare Expo
- August – No regular member meeting due to Medicare Summit

Future Events within next 60 days

- September – Regular Member Meeting with speaker
- October – Regular Member Meeting with speaker
-

New Business-

Old Business –

- **Outstanding Invoices:**
- 4/9/2022 & 7/28/2022 \$400 **Lauren Sent a follow up to** Josh Keller - \$200 Beer Sponsor & \$200 Marilyn Irvine (Expo Speaker)
- 7/28/2022 \$1,200 **Lauren Sent a follow up to** MIB Benefits – Expo Sponsorship



- 7/1/2022 \$1,500 **Lauren Sent a follow up to** Renee & Co. - Bronze Annual Sponsorship