

SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

SAHU Board of Directors Meeting Minutes

09/28/2022 10:00 am Zoom

Meeting Start: 10:02 am Meeting End: 12:04 am

Call to Order – Rosamaria Marrujo

Record attendance:

- Present: Rosamaria Marrujo, Carmen Perea, Dave Fear Jr., Angie Caruso, Adam Aguilar, Christine Glaesman, Andrew Garnett, Kyle Frantz, Danny Langarica, Kerri Sanford, Telly Tasakos
- Absent: Michele Meder, Cerrina Jensen, Patricia Rodriguez and Helen Ornellas
- Review August Board Meeting Minutes

(Make a Motion- Approve) M- Kerri Sanford S- Kyle Frantz Pass - Passed

Treasurer – Michele Mills – Financials reviewed by Lauren Bayha

- Review P&L- 07/2022 & 08/2022 Board vote to approve on hold during Moxie transition
- Balance Sheet –07/2022 & 08/2022 Board vote to approve on hold during Moxie transition
- Business Expo Financials Reviewed
- Medicare Summit Financials- Reviewed

• President's Items for Review:

- Medicare Summit –Recap: We only had 2 weeks to market this event but overall, it was a great success. Next year want to combine Medicare Summit and EXPO into 1 event.
- Sponsor Matrix Updated for 2023 annual sponsorships: On hold until the next meeting

(Make a Motion- Approve) M- S- Pass - On hold

The goal for the Sponsor Matrix is to be completely electronic and easier for everyone. As well as getting everyone excited for membership. Talking about drawing from other industries. Ex.

- 1. Appointment Setters
- 2. Drug Companies

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- 3. Dental Offices
- **4.** Physicians

"Need to set up a Matrix committee meeting for more discussions"

- Business Expo Transition to the month of August, looking at the casino in Elk Grove. Set committee meeting for Expo & Medicare Summit. 3 dates – happy hour, business expo the next day, and Medicare summit the last day. -Elk Grove casino is out, will be looking at Thunder Valley or another location
- Coffee Chats Scheduling 4 for this term at a cost of \$250 for each meeting. If there is not an event sponsor, it will be canceled.
 - (Make a Motion- Approve) M-Carmen Perea S-Antonette Vanasek Pass Passed
- o Golf tournament has been scheduled for Monday, May 22 SAVE THE DATE
- SAHU Name Change CEO of NAHU sent style guide. Click here to learn more: https://files.constantcontact.com/6c092964801/c45a4e9e-dcc6-49d4-92ef-bb7d0472eb21.pdf?rdr=true

• Lauren Bayha – Executive Director

- Moxie Intuit QuickBooks fees going up slightly, so Moxie is preparing a new contract to be signed. The fee is going from \$397 to \$466 per month. We still have a discount on QuickBooks fees. \$85 directly on the website for Online Plus and we pay \$69 through our Moxie Discount.
 - (Make a Motion- Approve) M-Kerri Sanford S-Michele Mills Pass Passed
- Financials Management fees need to be covered through the end of the year. We
 do not have any big events coming up and annual sponsors will be billed for January
 1, so we need to move \$10k over from Savings to Checking to cover monthly
 expenses.
- (Make a Motion- Approve) M- Andrew Garnett S- Danny Langarica Pass Passed
 Starting Crab feed planning meetings with the first meeting scheduled for Thursday, 10/6. Requiring board members to help set up, work the event, or help clean up. Encouraging Board members to join the committee. -Lauren will be sending out an email to the board regarding the Crab feed, this is the most important event of
- Rosamaria Marrujo- Working On
 - Dates for the year are set as:
- July 2022 None Expo 7-28-2022

the year. Would like all board members to attend.



•	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 Tournament 5-22-2023
•	June 2023	YES	6-21-2023

SAHU Chair Review:

- Communications-Kyle Frantz: Coffee chat and October events blasts, working on calendar of events and updates to the website. Ex: To be able to send invoices through the system
- Community Service-Andrew Garnett: We have had a few meetings regarding Toy
 Drive, River Oaks Center for Children- getting toys direct from Amazon and putting
 it up on the website. We will need to get budget approval. Homeless fundraiser and
 Food Drive.
- Media Relations- Antonette Vanasak: Memberships promotion video has been completed and live on social media, LinkedIn & SAHU Website etc.
- o **Programs- Christine Glaesman**: 1st meeting was today, A speaker is set for January 2023, Oct-Nov AEP needs to determine topics for those months
- Awards-Michele Meder: Rosamaria reported for Michele Meder in her absence -Please go to the NAHU website and complete your Modules as we need these points for Pacesetters.
- Membership- Angie Caruso: Had Membership Blitz call. Participants were Angie Caruso, Kerry Sanford, Telly Tasakos, Rosamaria Marrujo, and Adam Aguilar. will



- send out a 30-minute Zoom quarterly for new member meetings as well as a non-member meeting for joining. I will help Andy with Toy Drive
- Membership Retention-Telly Tasakos: is going to see if he can get Insperity to Sponsor an event for SAHU.
- O Carrier Relations-Patricia Rodriguez: Absent
- O PAC- Cerrina Jensen: Provided e-mail update as she was unable to attend in person. Rosamaria reported the email details on her behalf. SAHU to donate \$160 to CAHU PAC from the 50/50 raffle conducted at the Medicare Summit (Make a Motion-Approve) M-Carmen Perea S- Michele Mills Pass Passed SAHU has a long way to go to catch up to our leading chapters (Orange County, San Diego & Los Angeles) with only 13 of our members have contributed this year. YIKES! But that means there's plenty of opportunity for growth! I'd love your help to promote our "Gimme 5" campaign, where we get as many members giving just \$5 per month as we possibly can. That small grassroots effort would equate to a HUGE jump in our overall total as a chapter. -Please see the email she sent with QR Code
- Vanguard- Danny Langarica: not a big update, wants to partner on the toy drive with Andy. Will try to find a few sponsors to help. Would like to bump the Ax Throwing event to April in between the Golf Tournament and Crab feed.
- Professional Development- Adam Aguilar: Working on Committee meetings and will update with an email.
- Medicare-Kerri Sanford: Medicare Summit went well. Is excited about the upcoming Coffee Chat on October 5th, 2022, no committee meeting until December due to AEP.
- Legislation Dave Fear Jr.: Not much going on. The leg session ends in August and there is just one bill left on the gov's desk to sign that we were tracking, not a super important one either. We don't expect anything crazy to occur in CA. Pretty much CA will stay very blue at the state and federal levels. There are a couple of close House of representative races but again, not expecting much turnover in our state. Most likely the House will go red, but it is a question of how much. Assuming the house flips and the Senate does as well, we can expect little to occur over the next two years heading into the 24 presidential elections.

Projects committed to in 2022-2023

- SAHU Annual Sponsor email reminder to use benefits.
- More in-person opportunities coffee chats every couple of months. Charity events.



- Speaker Calendar July 2022 June 2023
- July- in Person Biz Expo
- August No speaker meeting due to Medicare Summit
- September Panel
- October Is anyone lined up yet?

Review Calendar - Rosamaria

- Past Events within the last 30 Days
- August 22, 2022 Membership Blitz
- August 30th 31st Medicare Summit with CE Medicare Supplement Training on Enrollment Guidelines

Future Events within the next 60 days

• October 19th – Speaker meeting – Who is speaking at this event? No discussion

New Business-

• Trustmark – Interested in annual sponsorship

Old Business -

- Outstanding Invoices: didn't have time to discuss
- 4/9/2022 & 7/28/2022 \$400 Josh Keller \$200 Beer Sponsor & \$200 Marilynn
 Irvine (Expo Speaker)
- 7/1/2022 \$1,500 Renee & Co. Bronze Annual Sponsorship