



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



- 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.
 - **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.
 - **Carrier Relations-Patricia Rodriguez: Absent**
 - **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 Marilyn Irvine (Expo Speaker)
- 7/1/2022 \$1,500 Renee & Co. - Bronze Annual Sponsorship