



SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

SAHU Board of Directors Meeting Minutes

10/19/2022

10:00AM

Zoom

Meeting Start: 10:01 am

Meeting End: 10:58 am

Call to Order – Rosamaria Marrujo

- **Record attendance:**
 - **Present :** Rosamaria Marrujo, Carmen Perea, Patricia Rodriguez, Angie Caruso, Adam Aguilar, Christine Glaesman, Andrew Garnett, Kyle Frantz, Danny Langarica, Lauren Bayha, Cerrina Jensen and Antonette Vanasak
 - **Absence:** Michele Meder, Dave Fear Jr, Kerri Sanford, Telly Tasakos

- Review September Board Meeting Minutes:
(**Make a Motion- Approve**) M- Andrew Garnett S-Carmen Perea Pass - Passed

- **Treasurer – Michele Mills – Reviewed by Lauren Bayha**
 - Review P&L- 07/2022, 08/2022 & 09/2022 – Pending Reports from Moxie
 - Balance Sheet –07/2022, 08/2022 & 09/2022 – Pending Reports from Moxie

Update - We still haven't received the correct reports from Moxie since we started working with them in July. Rosamaria has sent them an email requesting them to produce the correct spreadsheets that was requested. The Board will need approve the Budget and P&L from July 2022 to October 2022 once corrected.

- **Presidents Items for Review:**
 - Sponsor Matrix – Update – Discussion regarding option for monthly payment for bronze sponsorship. On the Table Bronze sponsor monthly fee \$25 for plug-in with Paypal. They charge \$225 annually for this monthly payment plug-in. Deciding to tack on \$225 annual fee / \$25 Monthly / Admin fee both would be a one-time fee to each monthly payment sponsor. Payments would be set for automatic payments only.

Two options

- 1. Annual Fee \$225.00 one-time fee**
- 2. Monthly Fee / Admin Fee \$25.00 one-time fee**



More discussion on how the fee will work, it is easier for Bronze (mainly Brokers) sponsors to pay a monthly fee vs a full annual fee. This will only be offered to the Bronze Sponsors.

- Coffee Chat – Needs to be added to the Budget for September 2022. From this Coffee Chat SAHU gained a new member. We will be doing this event again. Working on a date and time for the next one.
- High level President strategic planning monthly – discussing with Dennis Carlson. Goal is focusing on membership. Dennis has suggested we start doing a “Strategic Planning Monthly Meeting” for all board members, past presidents. Point to this meeting is to create ways to grow our SAHU Members. Rosamaria will try and get a meeting set up in November. Idea example for a meeting: To engage a larger group on Agents.
- Business Expo & Medicare Summit committee update – Transition to month of August, cannot do Thunder Valley. Priority #1 – where are we hosting? Hard Rock in Wheatland? Toward end of August 2023. 3 dates – happy hour, business expo next day and Medicare summit the last day. Putting survey out to membership to gauge attendance.
- 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> Waiting on CAHIP for direction. – nothing will take effect until Jan 2023.
- **Lauren Bayha – Executive Director**
 - Moxie – Reports are still not complete, need to discuss alternative solution.
 - Crabfeed planning – 17 committee members, assigned captains to most items needed. Theme will be circus. Meeting later this week to discuss sponsorships. Artwork is being worked on.
- **SAHU Chair Review:**
 - **Communications-Kyle Frantz:** Bronze sponsoring will be added to the SAHU website.
 - **Community Service-Andrew Garnett:** November River Oak Center for children Turkey Dinner Drive Thru pick up locations – RON: 5445 Laurel Hills Dr. Sacramento Ca 95841 or ROS:9412 Big Horn Blvd, Elk Grove Ca 95758 When: Tuesday, November 22, 2022 2 pm to 4 pm- this is a press opportunity for SAHU Board members and membership should be there if possible. We can collect donations for the children. December working on the Toy Drive will forward the link to everyone and will be getting a list of gifts and pricing.



- **Media Relations- Antonette Vanasak:** would like to see us more engaged on social media for example LinkedIn, would also like to have auto attachments to calendars. Idea- Volunteering to serve food to the homeless community outreach or voluntary for more activities for SAHU. Antonette will team up with Andrew Garnett on these.
- Working on new press releases will call Rosamaria after the call to discuss more details.
- **Programs- Christine Glaesman:** Speaking with Eric Rothbaum tomorrow 10/20 to see if he would be willing to be our November speaker -Finish Q4 Strong
- **Awards-Michele Meder:** Rosamaria spoke on behalf of Michele Meder in her absence: Michele Meder will be sending out an email to the SAHU board with the Link for our NAHU certifications. In conjunction with Membership (mixer event) would like to set up a yearly Awards Events – example of award- Top sales
- **Membership- Angie Caruso:** Met last week with the membership committee to discuss more on the Coffee Chat events. Please forward Nonmember information over to Angie. SAHU Intro to Membership meeting is 11/09 from 10 am to 11 am Cost to attend: Member \$0.00 and Nonmember's \$ 15.00
- **Membership Retention-Telly Tasakos:** Telly was unable to make the board meeting advised he was making calls on the retention and will update next month on his progress.
- **Carrier Relations-Patricia Rodriguez:** She is in the process of finding her rhythm, great to be back. Will have an update next board meeting.
- **PAC- Cerrina Jensen:** She has been # crunching to determine annual goal for our chapter. We have 13 members donating to CAHU would love for the whole chapter to be donating even if is only \$5.00 a month. This is not required. Our goal is to reach \$8000.00 for the year for our chapter.
- **Vanguard- Danny Langarica:** Working on organizing a Corn hole Tournament as a SAHU event with the California Corn Hole Association -They provide music, speakers etc 64- teams 2 people per team. This event is very successful if not a venue that serves drinks like a brewery. Looking into around the June time frame.
- **Professional Development- Adam Aguilar:** Tentative date for Medicare Summit/Business Expo looking into August but need to find a Venue that is affordable and can accommodate the number of people that will be attending. Thunder Valley is not allowing any events with more then 200 people. So we will need to keep looking, please if you have any ideas please reach out to Adam or Rosamaria – Wheatland Hardrock has been tossed out there. Would like something local if possible.
- **Medicare-Kerri Sanford:** Absent no update



- **Legislation – Dave Fear Jr.: Absent** Rosamaria commented on his behalf. Dave will be sending an email blast out to everyone regarding a November event he would like us to attend. “Individual Health Insurance Covered by Covered California.

- **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.
 - SAHU Annual Sponsor email reminder to use benefits.
 - More in-person opportunities – coffee chats every couple of months. Hour from 8 – 9 at coffee shop. Sponsor can have commercial, questions to talk about. Andrew Garnett putting together charity events.

- **Speaker Calendar July 2022 - June 2023**
 - July- in Person Biz Expo
 - August – No member meeting due to Medicare Summit
 - September – Panel
 - October – Tom Avery
 - November – Christine Glaesman working on this speaker

Review Calendar – Rosamaria

- **Past Events within last 30 Days**
- September Member Meeting Best practices for Insurance Brokers
- October 5th – Medicare Coffee Chat held at Maestro Coffee, 2069 Arena Blvd Sacramento, CA 95834
Medicare chat had 5 attendees one became a new member at the event

Future Events within next 60 days

- October – Member Meeting with Speaker - Tom Avery 10/19/2020 @ noon
- November – Member Meeting with Speaker – Christine Glaesman working on this speaker

New Business-

SAHU – Sacramento Association of Health Underwriters
www.sahu-ca.com – info@sahu.com - Phone: 916-284-2744



- **DEI position** – Romaine from AFLAC would like to join board mid-year. Board will need to vote it in. Lauren to review bylaws.

Old Business –

- **Outstanding Invoices:** Josh Keller paid his balance. This is prime example why a monthly fee would benefit everyone in the bronze sponsorship program.
- 7/1/2022 \$1,500 Renee & Co. - Bronze Annual Sponsorship