



SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

SAHU Board of Directors Meeting Minutes

11/16/2022

10:00 AM

Zoom

Meeting Start: 10:00 am

Meeting End: 10:43 am

Call to Order – Rosamaria Marrujo

- **Record attendance:**

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

- Review October Board Meeting Minutes

(**Make a Motion- Approve**) M- Dave Fear Jr. S- Michele Mills Pass - Y

- **Treasurer – Michele Mills – Reviewed by Lauren Bayha**

- Review P&L- 07/2022 through 10/31/2022
 - (**Make a Motion- Approve**) M- Andrew Garnett S- Kyle Frantz
Pass - Y
- Balance Sheet –07/2022 through 10/31/2022 – Board to vote on
 - (**Make a Motion- Approve**) M- Andrew Garnett S- Michele Mills
Pass - Y

- **Presidents Items for Review:**

- Calendar of Events – Separate attachment
- Sponsor Matrix & Online Payment – Completed including Bronze monthly payment option
- Business Expo & Medicare Summit committee update –3 dates in end of August – happy hour, Business Expo next day and Medicare Summit the last day. Still researching locations with pricing and will be putting survey out to membership to gauge attendance. Lauren to look at dates for CH Comm center as back-up. Week of Aug 21-25, with Stone's for mixer.
- Crabfeed: Sponsorship opportunities, auctioneer, entertainment research update. Memorabilia option – 25% of what he makes. Have him collect \$ and pay us.
- Thanksgiving Drive-through: River Oaks Center for Children update.



- **Lauren Bayha – Executive Director**

- Moxie Bookkeeping all squared away 😊!
- Annual Sponsorships
 - Sponsor Matrix and website selections complete. Need Board to vote on payment of the \$275 invoice from TAIA.
(Make a Motion- Approve) M- Carmen Perea S- Andrew Garnett
Pass - Y
 - Working on Annual sponsorship commitments. \$16,600 paid and \$13,500 committed. Halfway to our goal.
- Payment of bar taxes from crab feed due for 2020 will show on this year's P&L, including late payment penalty.

- **SAHU Chair Review:**

- **Communications-Kyle Frantz-** SAHU Website Sponsor Matrix is up and running other than that no updates.
- **Community Service-Andrew Garnett-** River Oak Center for Children's Turkey Dinner Drive thru picture Op Tuesday 11/22 9 am -10 am you can bring donations there or to Trusted American Insurance Agency office at 201 Creekside Ridge Ct #200. Keep your eye out for the email on Annual toy drive.
- **Media Relations- Antonette Vanasek-** nothing to update except we really need to do more Press Releases on all events River Oaks Turkey Dinner and Annual Toy Drive.
- **Programs- Christine Glaesman-** Q4 finish Strong with Eric Lofholm today at 12 pm, after AEP will start working on getting the rest of the monthly speakers lined up. I have someone in mind for February 2023.
- **Awards-Michele Meder** – Rosamaria spoke on behalf of Michele; an email will be sent out to the board regarding the NAHU certifications that each board member needs to complete before 12.30.2022
- **Membership- Angie Caruso-** Had to leave call early, no update
- **Membership Retention- Telly Tasakos -**nothing to update except he has been attending CAHU membership meeting
- **Carrier Relations- Patricia Rodriguez-** No update absent, Rosamaria did advise that Patricia is helping Lauren and her with the sponsorships.
- **PAC- Cerrina Jensen-** Last report State PAC #'s 10/24/2022 SAHU is doing ok but could be better. Top Chapter in California is San Diego \$17,507 lowest chapter at



\$1125.00 #7 SAHU \$4663.00 Goal is \$8000.00 which 5.7% of totals represented as a chapter we have lots of room for improvement. Cerrina will be sending the board an email on a contest for the board to get donations Prize: Crisp \$100.00 for the winner and bragging rights.

- **Vanguard- Danny Langarica** -Absent Rosamaria will be chat via email with Danny today 11.16.2022
- **Professional Development-Adam Aguilar**-no update, but keep your eye out for invite on committee meeting-Expo/Medicare Summit
- **Medicare- Kerri Sanford**- Rosamaria spoke on behalf of Kerri: working on finding a venue for the Business Expo/ Medicare meeting in August 2023.
- **Legislation – Dave Fear Jr**- not a lot to report on California level, news terms starting in January will have more of an update in January 2023 Board meeting.

- **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.

*If you have Ideas for the Coffee Chats, please let Rosamaria know. She would like to start back up in January- Each coffee chat will have a different concept. *

- **Speaker Calendar July 2022 - June 2023**

- July- in Person Biz Expo
- August – No speaker meeting due to Medicare Summit
- September – Panel
- October – Tom Avery
- November – Eric Lofholm
- December - Dark

Review Calendar – Rosamaria

Past Events within last 30 Days

- October 19 – Virtual Member Meeting – Tom Avery

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



- October 5 – Coffee Chat

Future Events within next 60 days

- November 16 – Virtual Speaker Meeting – Eric Lofholm
- November 22 – River Oak Center for Children’s Turkey Dinner Drive-Thru
- December TBD – Toy Drive

New Business-

Old Business –

- **Outstanding Invoices:**

7/1/2022 \$1,500 Renee & Co. - Bronze Annual Sponsorship

- **SAHU Name Change Pending** – 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.