



SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

SAHU Board Meeting Minutes

1/18/2023

10:00 AM

Zoom

Meeting Start: 10:01 am

Meeting End: 10:35 am

Call to Order – Rosamaria Marrujo

- Record attendance: Rosamaria Marrujo, Carmen Perea, Michele Mills, Angie Caruso, Danny Langarica, Dave Fear Jr., Antonette Vanasek, Kyle Frantz, Christine Glaesman, Andrew Garnett, and Adam Aguliar
 - **Absence:** Michele Meder, Lauren Bayha, Patricia Rodriguez, Kerri Sanford, Cerrina Jensen and Telly Tasakos
- Review December Board Meeting Minutes
(**Make a Motion- Approve**) M- Dave Fear Jr. S- Kyle Frantz Pass - Y
- **Treasurer – Michele Mills – Reviewed by Carmen Perea**
 - Review P&L- 12/1/2022 through 12/31/2022
 - Balance Sheet –12/01/2022 through 12/31/2022
(**Make a Motion- Approve both**) M- Andrew Garnett S- Michele Mills
Pass – Y
- **Presidents Items for Review:**
 - NAHU Capital Conference & Washington DC –Plan on sending Dave Fear Jr. to attend in person and Rosamaria virtually. – Josh from Bender will be joining as well.
 - Calendar of Events – Separate attachment
 - Business Expo & Medicare Summit committee update – 2 dates at the end of August – happy hour, business expo next, and Medicare summit combined in one day. Looking into the Grounds in Roseville but determined this is not a good venue. Moving the venue back to the Citrus Heights CC. Looking at Stone’s Gambling Hall for happy hour the night before.
 - Crabfeed: Auctioneer & entertainment research update. If anyone on the board knows someone who can be Auctioneer, we need one for this event -please let Rosamaria Marrujo, she will reach out to him/her.



- Scheduling Business Plans with Annual Sponsors and doing orientation with new sponsors
- Vanguard event scheduled – Cornhole tournament on April 27th - Venue is The Barn Brewery in West Sacramento.

- **Lauren Bayha – Executive Director**
 - Annual Sponsorships
 - Working on annual sponsorship confirmations. \$44,400 paid and \$14,500 committed. The overall goal is \$65k so we need to secure another \$6k.
 - Current sponsors that we are at risk of losing: Ameritas & Summus
 - New sponsors interested in joining: Paycor, Human Interest, Insperity, MIB Western Dental
 - New sponsors that have joined: Aetna Medicare, Cypress Dental, Mass Mutual, Ornellas & Associates
 - Crab Feed planning
 - Committee is holding bi-weekly meetings
 - Main focus right now is sponsorships and obtaining live auction items – asked the committee and board to help in reaching out to recruit both
 - Venue, crab vendor, caterer, and photo booth are all booked. Finalizing AV/DJ and will be talking to the student's director on Friday
 - ISO Auctioneer
 - Golf Tournament
 - Lauren reached out to Jon to start the committee meetings. We will need help from SAHU board members for this event. Mark your calendar for May 22nd, 2023.

- **SAHU Chair Review:**
 - **Communications- Kyle Frantz** marketing end we are working on the Crabfeed and Cornhole events that are coming up as well as Automation for sponsors. Will send an email blast out for the Cornhole event next week. Working on other future eblasts.
 - **Community Service- Andrew Garnett** Now that the toy drive and turkey feed have been completed, would love to jump on the committees for the Crabfeed and Cornhole events to help. Rosamaria would like to start working on an awards event that we can link to a charity.



- **Media Relations- Antonette Vanasek** all press releases and videos have been completed and sent to Communications for distribution as needed.
- **Programs- Christine Glaesman** working on getting a Speaker for February and April will be finalized shortly.
- **Awards- Michele Meder** If you have not done so, please log into NAHU and complete your training certifications.
- **Membership- Angie Caruso** 0 December memberships which are normal for Q4 AEP, will be speaking with NABIP Member Katie Kenner later this afternoon.
- **Membership Retention- Telly Tasakos** nothing new to report.
- **Carrier Relations- Patricia Rodriguez** no update for this meeting.
- **PAC- Cerrina Jensen** A lot of new changes on PAC with the new name change and branding will talk more in-depth at the next board meeting.
- **Vanguard-** Cornhole event coming up in April will be at the Barn Brewery in West Sacramento tournament will start at 4:30 pm there will be 2 practice rounds then elimination rounds will start. We are looking for sponsors for this event there are 2 options to choose from 1- \$350.00 which will give you 2 teams and 1 beer per team member, or the second option is \$ 650.00 for 4 teams and 1- beer per team member.
- **Professional Development- Adam Aguilar** the Business Expo and Medicare Summit will be moved back to the Citrus Heights community center for a 1-day event instead of 2 days, thinking of doing track rooms for CE credits.
- **Medicare- Kerri Sanford** Insurance Agents in the state of CA must now have their license # on their emails. This goes for corporation license's as well they must put the Corporation License # and Agent License # on emails.
- **Legislation – Dave Fear Jr.** NABIP 1.7 trillion package has passed; I will talk about it more in next month's meeting. CABIP day at the capitol in Sacramento this is a great event for everyone to attend. If you have any questions, please reach out to Dave Fear Jr. I will be working with Rosamaria on getting a sponsor and location for the Coffee chat in March 2023.

Projects committed to in 2022-2023

- SAHU Sponsorship Matrix updated and online 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. An hour from 8 – 9 at a coffee shop. The sponsor can have commercial, questions to talk about. Dave Fear Jr and Rosamaria Marrujo working on the coffee chat for March, and Cap Conf is in February.



Review Calendar - Rosamaria

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 – Finishing Strong in Q4
- December – Dark
- January – Brenda Byers – Learn how to achieve your goals this year
- February- Christine is Finalizing

Past Events within last 30 Days

- December 12 – Toy Drive gifts due
- December 14 – 16 – Toy Drive gift wrapping

Future Events within next 60 days

- January 18 – Member meeting
- February 15 – Member meeting

New Business-

- **Outstanding Invoices:**

○ 1/1/2023	\$2,800	SHP – Silver Sponsor
○ 1/1/2023	\$1,800	Bender – Bronze Sponsor
○ 1/1/2023	\$2,800	Paycor – Silver Sponsor (PAID)
○ 1/1/2023	\$2,800	MIB – Silver Sponsor
○ 1/1/2023	\$2,800	Beam – Silver Sponsor

Old Business –

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



- **Outstanding Invoices:**
- 7/1/2022 \$1,500 Renee & Co. - Bronze Annual Sponsorship
- **SAHU Name Change Pending** – The CEO of NAHU sent a 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.