



SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

SAHU Board of Directors Meeting Minutes

2/15/2023

10:00 AM

Zoom

Meeting Start: 10:04 am

Meeting End: 10:43 am

Call to Order – Rosamaria Marrujo

- Record attendance: Rosamaria Marrujo, Lauren Bayha, Carmen Perea, Michele Mills, Patricia Rodriguez, Kerri Sanford, Dave Fear Jr, Antonette Vanasek, Kyle Frantz, Christine Glaesman, Andrew Garnett, Adam Aguilar, Telly Taskos, Angie Caruso

Absent: Michele Meder, Cerrina Jensen and Danny Langarica

- Review January Board Meeting Minutes
(**Make a Motion- Approve**) M- Kyle F S- Carmen P Pass - Pass
- **Treasurer – Michele Mills – Reviewed by Lauren Bayha**
 - Review P&L- 1/1/2023 through 1/31/2023
 - Balance Sheet –1/01/2023 through 1/31/2023(**Make a Motion- Approve both**) M- S- Pass –
On hold waiting for update from Moxie, Lauren will email the board once corrected.
- **Presidents Items for Review:**
 - NAHU Capital Conference & Washington DC –Plan on sending Dave Fear Jr. to attend in person and Rosamaria virtually.
 - Calendar of Events – Separate attachment
 - Business Expo & Medicare Summit committee update – Date is set for August 30th. Looking at Stone’s Gambling Hall for happy hour night before.
 - Crabfeed: Auctioneer – working out final questions before signing contract.
 - Business Plan Review calls now scheduled with Annual Sponsors and happening this week.
 - Vanguard event scheduled – Cornhole tournament on April 20th.
 - Incoming President-elect discussion



- **Lauren Bayha – Executive Director**

- Annual Sponsorships
 - Working on annual sponsorship confirmations. \$58,400 paid and \$8,900 committed. Overall goal is \$65k and we are at **\$67,300** with one more still interested!
 - Current sponsors that we are at risk of losing: Summus
 - New sponsors interested in joining: Human Interest
 - New sponsors that have joined: Aetna Medicare, Cypress Dental, Mass Mutual, Ornellas & Associates, Paycor, MIB Dental, Interwest, Insperity, Ameritas renewed as Gold!
- Crab Feed planning
 - Committee is holding bi-weekly meetings.
 - Finalizing auctioneer
 - Venue, crab vendor, caterer, photo booth, AV/DJ all booked. Lauren to connect with teacher of students.
 - 280 Tickets sold so far (including annual sponsors) Target number is 400+
- Golf Tournament
 - Lauren reached out to Jon to start the committee meetings. **We will need help from all board members at this event. Mark your calendar for May 22nd.**

- **SAHU Chair Review:**

- **Communications- Kyle Frantz:** Smooth sailing on the events, we are in need of a new member highlight for this month's newsletter. Please reach out if you are interested.
- **Community Service- Andrew Garnett:** Nothing new but is ready and willing to engage on new projects ex: Homeless or SAHU committee board.
- **Media Relations- Antonette Vanasek:** is working on "pay it forward" email this will talk about case studies with highlights of the client or issue and benefits. In the process of completing an example draft to show the SAHU board.
- **Programs- Christine Glaesman:** Jim Pelley will be February speaker working on confirming April 2023 speaker and date.
- **Awards- Michele Meder:** Email will be sent as a reminder for completing all Modules in NAHIP these need to be completed by the End of February 2023.
- **Membership-Angie Caruso:** 6 new members were added in January 2023.



- **Membership Retention-Telly Taskos:** no update this month.
- **Carrier Relations- Patricia Rodriguez:** Joining Annual Sponsor Meeting for the 2023 Crab feed. Will be reaching out to SAHU sponsors regarding the Crab feed.
- **PAC- Cerrina Jensen:** Reminder to please make your donations and show your support.
- **Vanguard- Danny Langarica:** Cornhole Tournament scheduled for 04/20/2023, you can join in the fun \$50.00 a pair. If you need a partner for your team, please reach out to Rosamaria.
- **Professional Development- Adam Aguilar:** Citrus Heights Community Center has been locked in for the Business and Medicare Summit. Will be working on a theme at tomorrow meeting looking to gear towards the Broker Audience.
- **Medicare- Kerri Sanford:** has been working with Adam Aguilar since the Business Expo and Medicare Summit are combined. Will have more on an update next board meeting.
- **Legislation – Dave Fear Jr:** Will be attending NAHIP Capitol Conference in 1 ½ weeks in Washington DC with Josh Keller. CAHIP Capitol Summit – Sacramento May 8th thru 10th, all SAHU board members should attend this event and schedule meetings with legislators on Tuesday 05/09/2023 this will consist of 1 or 2 meetings with 3 or 4 people. This is a great business opportunity.

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. Want to coffee chat in March, 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

SAHU – Sacramento Association of Health Underwriters
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- October – Tom Avery
- November – Eric Lofholm – Finishing Strong in Q4
- December – Dark
- January – Brenda Byers – Learn how to achieve your goals this year
- February – Jim Pelley – Embrace Risk, Manage Change and Laugh Often

Past Events within last 30 Days

January 18 – Member meeting, Speaker Brenda Byers – How to Achieve your Goals in the New Year

Future Events within next 60 days

- February 15 – Member meeting – Jim Pelley – Embrace Risk, Manage Change and Laugh Often
- March 31 – Crab Feed

New Business-

- **Outstanding Invoices:**
 - 1/1/2023 \$2,800 SHP – Silver Sponsor
 - 1/1/2023 \$1,800 Interwest – Bronze Sponsor
 - 1/1/2023 \$2,800 Insperity – Silver Sponsor

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> Rosamaria participating in discussions on next steps.