



SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

SAHU Board Meeting Minutes

4/19/2023

10:00AM

Zoom

Meeting Start: 10:02 am

Meeting End: 11:00 am

SAHU Board Meeting Minutes

Call to Order – Rosamaria Marrujo

- Record attendance: Helen Ornellas, Rosamaria Marrujo, Lauren Bayha, Michele Mills, Angie Caruso, Kerri Sanford, Dave Fear Jr., Antonette Vanasek, Adam Aguliar, Telly Tasakos, Kyle Frantz, Christine Glaesman, Jackie Martinez and Oscar Machado
- **Absent:** Carmen Perea, Danny Langarcia, Patricia Rodriguez, Andrew Garnett, and Michele Meder

- Review March Board Meeting Minutes
(**Make a Motion- Approve**) M- Kerri S- Helen Pass - Y
 - **Treasurer – Michele Mills – Reviewed by Lauren Bayha**
 - Made the donation of \$20,000.00 to the American Cancer Society last week
 - Review P&L- 3/1/2023 through 3/31/2023
 - Balance Sheet –3/1/2023 through 3/31/2023
(**Make a Motion- Approve both**) M- Kyle S- Kerri Pass – Y

- **Presidents Items for Review:**
 - NABIP/CAHIP/SAHU Name Change Discussion – setting up a focus group.
 1. Waiting on LOGO from NABIP/CAHIP to determine what SAHU will do.
 2. Some small Chapters are dissolving, which chapters will SAHU bring in. This will help us determine SAHU New name- add more Virtual meetings for any new Chapter/members SAHU brings in from the closing chapters.
 - Calendar of Events – Separate attachment
 - Business Expo & Medicare Summit committee update – Date is set for August 30th. We are going to start doing the “Ceremony of Awards” now during the Business Expo. Past president swill be invited to the event.
 - Crabfeed Updates – will have totals in May Board meeting.
 - Vanguard event scheduled – Cornhole tournament on April 20th.



- Vote on CAHIP Capitol Conference registration for Cerrina, Helen, Jackie and Rosamaria (total is **\$756**) (**Make a Motion- Approve**) M – Kerri S – Kyle
Abstention – Cerrina, Helen, Jackie Pass - Y
- Vote on NABIP National Convention registration for Rosamaria and Helen (total is **\$1,300**) (**Make a Motion- Approve**) M – Dave Fear Jr. S – Kerri Abstention - Helen Pass - Y
- Vote to fund lunch (up to **\$300**) for President Advisory Board Council meeting (in board meeting)
(**Make a Motion- Approve**) M- Kyle S- Dave Fear Pass – Y
- Presidential Advisory Committee scheduled for May 2nd at Rosamaria’s office from 11:30 – 12:30
- Board Retreat for 2023-24: Booking date for 6/22/2023 at Trusted American Insurance 201 Creekside Ridge Ct, Roseville CA 9 am

- **Lauren Bayha – Executive Director**
 - Annual Sponsorships
 - New-Covered CA Small Business is joining as a Silver in May 2023
 - New-Health Net is looking to get involved with SAHU again.

 - Crab Feed Updates
 - 380 attendees
 - Very successful silent & live auctions
 - Final numbers will be announced at May Board meeting.

 - Golf Tournament
 - First committee meeting was on Friday 4/14
 - We only have 8 foursome spots left to fill
 - Need to work on recruiting sponsors -Patricia Rodriguez will be helping recruit

- **SAHU Chair Review:**
 - **Communications- Kyle Frantz:** All emails and social media posts have gone out for the Cornhole tournament and Golf Tournament.
 - **Community Service- Andrew Garnett:** Rosamaria spoke on Andy behalf -Working on getting all the numbers from the Crab Feed. American Cancer Society donations have been paid except 2. We are looking at a total of \$20,000 once all donations have been paid.



- **Media Relations- Antonette Vanasek:** Nothing new to report, is participating on the Business Expo/Medicare Summit committee.
- **Programs- Christine Glaeman:** April Member meeting will have speaker Paul Roberts this will be a CE credit and for June speaker is Lisa Rehburg and a CE Credit.
- **Awards- Michele Meder:** Absent Rosamaria spoke on her behalf- submitted our NAHU awards submissions - Pacesetter, Presidential Citation, Website. Next awards submissions coming up are CAHIP Awards.
- **Membership- Angie Caruso:** 6 new members this month
- **Membership Retention- Telly Taskos:** nothing new to report
- **Carrier Relations-Patricia Rodriguez:** absent will be working on getting more sponsors for the Golf Tournament.
- **PAC- Cerrina Jensen:** SAHU has lots of opportunity to improve only 3 ½ % of SAHU members, on contributing to state PAC monthly, I will have numbers next SAHU Board meeting on 1-time donations. Will be doing a 50/50 Raffle at the Cornhole Tournament and Golf tournament that is coming up.
- **Vanguard- Danny Langarcia:** Absent but is working finalizing all the Cornhole Tournament details. Event is tomorrow April 20th at 4 pm Location: Drake's: The Barn 985 Riverfront St, West Sacramento, CA 95691
- **Professional Development- Adam Aguilar:** Expo Business meeting next meeting will be Wednesday April 26th in Roseville at Trusted American Insurance Agency office. We are offering sponsors 8 tickets to invite their people including their own table and booth. (Like what we offered sponsors at the Crab feed event)
- **Medicare-Kerri Sanford:** Right now, participating in the Business Expo & Medicare Summit committee. Would love the to grow the committee please reach out if you would like to join.
- **Legislation – Dave Fear Jr.:** Following and tracking the bills in California, CAHIP website has a status list that is up to date, and you can download a copy.

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.

Review Calendar - Rosamaria

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



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 – Jim Pelley – Embrace Risk, Manage Change and Laugh Often
- March – No speaker meeting due to Crab Feed
- April – Paul Roberts – 2023 compliance for group health plans, CE

Past Events within last 30 Days

- March 31 – Crab Feed

Future Events within next 60 days

- April 19 – Member Meeting
- April 20 – Cornhole Tournament
- May 22 – Golf Tournament
- June 21 – Lisa Rehburg – Life Insurance Settlements: Benefiting Your Client...and You, CE speaker

New Business-

- **Outstanding Invoices:**
 - 5/1/2023 \$2,800 CCSB – Silver Sponsor
 - 3/31/2023 \$500 Claremont Insurance – Crab Feed Sponsor

Old Business –