

SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting

September 20, 2017

10:00 AM

Citrus Heights Community Center

6300 Fountain Square Drive, Citrus Heights, CA 95621

MINUTES

Attending: Brad Davis; Kathy Mennel; Helen Ornellas; Teresa Sale; Michele Torres, Scott Gilroy; Josh Keller; Teri Blake; Crystal McDevitt; Carmen Perea; Lisa Hutcherson; Ned Schaut; Dave Brabender

Absent: Samantha Siders, Lauren Bayha, Marcy McCulloch. Alexis DeVorss

Staff: Jeannie Bruins was absent

The meeting was called to order by President Helen Ornellas at 10:08 AM and a quorum was established

Minutes –Helen Ornellas

- President Helen Ornellas presented the August minutes. It was m/s/c (Gilroy, McDevitt) to approve the minutes.

Treasurer's Report –Brad Davis

Brad reported on the August financials and explained the 3 reports that are given each month. It was m/s/c (Mennel, Brabender) to accept the reports.

Committee Reports – Helen gave a report on the Executive Committee call

- Ned brought copies of the minutes from the call
- Brad gave an update on the White Paper from CAHU – Broker Fee Topic
- Two new members have been added this term.
- Brad discussed the WHA / UCD issue. There is a full long copy available online at the Sacramento Business Journal. Brad will put it in the Dropbox
 - Kathy Robertson will provide SAHU support in her article
 - UCD to drop Medi-Cal Primary
 - The NAHU October webinar featuring Janet Trautwein was discussed

Membership – Lauren Bayha

- No report due to absence. Helen reported that Lauren will hold a meeting to lay out the membership program for the year
- The Awards Mixer
 - Crystal confirmed WHA's \$500 sponsorship
 - Teresa will feature the mixer in The Bulletin again

Media – Scott Gilroy

- Scott reported we need television exposure for Pacesetter. We need 6 mentions and we have 3 so far.

Legislative – Dave Brabender

- Dave attended the CAHU call, but there is no news to report

Awards – Michele Meder –

- Awards are ordered and expected ready by 9/25
- Helen suggested a paper ballot at meetings 2 months prior to the mixer in addition to the online survey
- Lisa Hutcherson mentioned the confusion regarding voting without knowing much about the candidates
- Helen stated a bio should be included for next year.
- Possibly open discussions at Expo to engage participation for the Mixer attendance

Community Service – Carmen Perea

- Toy Drive flyer sent to Teresa for November will distribute at today's meeting – Helen suggested a pay-pal account fund to have 'someone' else in SAHU do some shopping for the Toy Drive to bolster participation.
- March event details coming
- The food drive will be scheduled for February

Carrier Relations – Marcy McCulloch

- No report due to absence

PAC – Lisa Hutcherson

- Nothing to report

Programs & Prof Dev– Josh Keller

- Expo – Josh is seeking Janet Trautwein as the Keynote speaker. Looking for the right date. Jeannie to follow up with Janet's admin to secure a date.
- The committee is thinking about offering a separate Medicare presentation as a breakout session
- Costs and practicality for the additional room for a breakout session to be determined
- Kathy Mennel to see if carrier or brokers would help to cover some of the additional costs
- No November speaker yet, Blue Shield expressed interest or Kaiser M.D. Dr. Dianne Daly

Vanguard – Sam Siders

- No report due to absence

Executive Report – Jeannie

- A written report submitted in advance
- The calendar was reviewed as follows:
- Past events within last 30 days
 - Vanguard Mixer August 24
 - August 16 Lunch Membership Meeting
- Future Events within next 60 days
 - September 28 Annual Awards Mixer
 - October 18 Lunch Membership Meeting
 - November 15 Lunch Membership Meeting

Communication – Teresa Sale

- A report was submitted in advance
- Kathy Mennel is to be featured as Board Member
- Carmen, Crystal, Lisa, Dave to be featured in weekly bulletin
- Teresa will get head shots and their annual goals
- NAHU and CAHU news being added to weekly bulletin
- Brad suggested Info Graphic from NAHU website

Medicare – Kathy Mennel

- CAHU too quick to have speaker Craig as speaker after the Medicare Summit roadshow
Looking for committee members to establish a breakout session for Expo as an alternate course with CE
- NAHU is offering a webinar on September 21 re: Compliance with Medicare Group Contracts, including providing goals and a roadmap for NAHU designations, compliance and education

Old Business –

- Vanguard Mixer was August 24

New Business –

- Awards Mixer on September 28
- Board Meetings will be by phone call for November and December, Jeannie sent invites. Note the new days and times.

Meeting Adjourned at 10:59 AM

Next board meeting: October 18, 2017 at 10:00 AM
Citrus Heights Community Center
6300 Fountain Square Drive, Citrus Heights, CA 95621

Respectfully Submitted,
Michele Torres, Recorder