

SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Minutes to the Board of Directors Meeting
April 23, 2018
9:00 AM
Conference Call

Attending: Teri Blake; Dave Brabender; Brad Davis; Scott Gilroy; Lisa Hutcherson; Marcy McCulloch; Michelle Meder; Helen Ornellas; Carmen Perea; Teresa Sale; Samantha Siders;

Absent: Alexis DeVorss; Michele Torres; Lauren Bayha; Josh Keller; Crystal McDevitt; Ned Schaut

Staff: None

The meeting was called to order by President Helen Ornellas at 9:02 am and a quorum was established.

President's Report –Helen Ornellas

- The March minutes were not submitted for approval.

Treasurer's Report –Brad Davis

- Brad did not present the financial reports for March. Brad requested that we contribute \$5000 at the CAHU Day At the Capitol Event. Brad made a motion to approve the \$5000 check be cut (seconded by David Brabender) to be given at CAHU DATC.

Committee Reports – Votes or Decisions to be made

Some committee reports were provided in advance of the board meeting

- Executive –*Helen Ornellas*
 - Expo was great. No other report.
- Membership –*Lauren Bayha & Crystal McDevitt*
 - No report due to absence.
- Legislative – *David Brabender*
 - Legislation is moving robustly! Day At The Capitol is in full swing. He is scheduling appointments for 5/23. Janet Trautwein, NAHU CEO, is coming to the DATC.
- PAC - *Lisa Hutcherson*
 - Nothing new to report. During Expo, applications were available, but she is unaware if anyone completed any contribution forms.
- Education/Programs - *Josh Keller & Teri Blake*
 - We had a very successful Expo. The breakouts were a huge hit! Medicare was a big hit. Teri suggests that we focus on Medicare often. Vendors were awesome and embraced the theme.
 - Ethics: The committee is planning on having Paul Roberts from W&B present at the Ethics class. 9/19 is the date they are planning on doing the Ethics CE.
- Media – *Scott Gilroy*
 - Scott will send a press release that the Expo was a great success.
- Awards & Recognition – *Michele Meder*
 - Pacesetter has been submitted. CAHU awards are next for submission.
- Community Service – *Carmen Perea*
 - Alzheimer's walk, Carmen will send some information out to the board for interest.
- Communication – *Teresa Sale*
 - Teresa is working on the "Agents in Action" highlights. She is looking for someone to be highlighted. Lisa, Carmen and Marcy offered to be highlighted.

- Carrier Relations – *Marcy McCulloch*
 - We need to get “Thank You” cards off to the vendors of the expo. Marcy will ask Jeannie to bring them to the next board meeting for signature.
- Medicare – *Open*
 - No report
- Vanguard Council – *Sam Siders*
 - Sam asked if we should continue with the Vanguard Mixers or if we should include interviewing someone during a lunch for Vanguard. Michele indicated that for awards, we would need to have one main Vanguard event per year. Discussion followed where people brought forth ideas on Vanguard events. It was not determined how often we should have Vanguard events.
- Executive Director – *Jeannie Bruins*
 - A written report was submitted

Review Calendar

- Past Events within last 30 Days
 - March 9 Coffee Chat – Capital Conference Report
 - March 15 Sip & Paint Alzheimer’s Foundation fundraiser at Art Bistro – 18 people attended
 - March 21 luncheon on ERISA Compliance – 75 people attending
 - April 17 Business Development Expo
- Future Events within next 60 days
 - May 18 Golf Tournament at The Ridge Golf Course
 - May 22-23 CAHU Capital Summit
 - June 19 Ethics Course and membership luncheon

Old Business

- None

New Business

- Website. Slow moving but is moving forward.

Next Meeting

Date and venue to be determined

Meeting adjourned at 9:34 am.

Respectfully submitted,

Marcy McCulloch
Reporter