

# SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

## Minutes of the Board of Directors Meeting

September 19, 2018

10:00 AM

Citrus Heights Community Center

6300 Fountain Square Drive, Citrus Heights, CA 95621

**Attending:** Teri Blake, Connie Correia, Alexis DeVorss, Billy James, Angela Jones, Carmen Perea, Kerri Sanford, Teresa Sale

**Absent:** David Brabender, Michele Dolce, Lisa Hutcherson, Josh Keller, Mariette Lasley, Jennifer Mason, Michele Meder, Helen Ornellas, Sam Siders

**Staff:** Jeannie Bruins

### **Call to Order – Alexis DeVorss**

- The meeting was called to order by President Alexis DeVorss at 10:15 AM. The attendance was recorded, but a quorum was not established.
- Alexis gave information from the CAHU board meeting.
  - The goal was established for net 14 new members per month statewide, Angela will clarify with CAHJ what SAHU's goal is.
  - PAC – 100% board participation for CAHU-PAC is needed.
  - CAHU wants SAHU to write a letter to the editor on SB910.
  - Vanguard ideas
    - Taco Tuesday
    - Partnering what CPAs
    - Corn hole event
    - Kaiser physician speaker
  - CAHU is starting to do webinars for CE credit
- August minutes were presented for review. No quorum was present so they will be voted on at the next board meeting.

### **Treasurer's Report –Dave Brabender**

- Jeannie gave the August report for Dave. No quorum was present so they will be voted on at the next board meeting.

### **Committee Reports – Votes or Decisions to be made**

#### **EXECUTIVE COMMITTEE REPORT**

Alexis gave an overview of the committee call

Medicare Partners annual sponsorship was introduced. Alexis appointed a subcommittee to develop it, to include Kerri, Helen, Jeannie and Alexis

#### **MEMBERHIP – Angela & Mariette**

- Angela reported on the CAHU membership call. They are offering a \$50 incentive for every 2 new members someone sponsors.
- Lapsed or overdue members have been contacted.

#### **LEGISLATIVE – Connie Correia**

Connie's first call is tomorrow

#### **PAC – Lisa Hutcherson**

No report due to absence

#### **PROGRAMS - Teri**

- Expo – want to bring back Janet Trautwein back as keynote. Once she is confirmed, the facility will be booked. Teri reviewed the planning so far.

- **MEDIA – Jennifer Mason**  
No report due to absence
- **AWARDS – Michele Meder**  
No report due to absence
- **COMMUNITY SERVICE – Carmen Perea**
  - Alzheimer's Walk has 18-20 walkers plus family members. Donation of \$2500 will be given from the donations and community service budget
  - Carr Fire - \$500 will be given to Barbara McClaskey & \$300 for CAHU's effort
  - Toy drive will be in November lunch and food drive will be in December
- **CARRIER RELATIONS – Kerri Sanford**
  - Kerri has formed a committee
  - Meeting notes were distributed
- **COMMUNICATIONS – Teresa Sale**
  - Teresa plans to increase social media, including videos. A YouTube channel has been established. She plans to increase posting to Facebook.
  - Goal is to engage members more
- **MEDICARE – Helen Ornellas**
  - No report due to absence
- **VANGUARD – Billy James**
  - Working on ideas - see CAHU notes above
- **EXECUTIVE DIRECTOR – Jeannie Bruins**
  - Jeannie gave a verbal report on her activities. Her focus this past month has been the poker/casino/awards night.
  - She is using the CAHU website to help promote events and programs.
- **CALENDAR** - Jeannie reviewed the past 30 days and 60 future days

#### **Old Business**

- None

#### **New Business**

- Alexis questioned whether board meeting for the remainder of the year could be by conference call. The consensus of the board was to continue meeting in person.

#### **Next Meeting**

October 17 at 10:AM at the Citrus Heights Community Center  
6300 Fountain Square Drive Citrus Heights 95621

No further business.

Meeting adjourned at 11:25 AM

Respectfully Reported,

Jeannie Bruins  
Recorder