

SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting

January 16, 2019

10:00 AM

Citrus Heights Community Center

6300 Fountain Square Drive, Citrus Heights, CA 95621

Agenda

Call to Order – Alexis DeVorss

- Record attendance and establish a quorum
- Present December minutes for approval. It was m/s/c (Sale, Ornellas) to approve the December minutes

Treasurer's Report –David Brabender

- Dave Brabender presented the December financial report. It was m/s/c (Ornellas, Sanford) to accept the financial report

Committee Reports – Votes or Decisions to be made

Some committee reports were provided in advance of the board meeting

- Executive –*Alexis DeVorss*
 - Executive Committee Meeting – the minutes were distributed via Dropbox
 - Alexis reported on the website. A new banner is being designed. The calendar includes the other chapters. SAHU events will be highlighted.
 - Coffee chat, Medicare summit, and Partnerships were discussed on the call
 - Cap Conference Attendance was discussed. There is an open spot since Carmen cannot make it. It is being offered to Cerrina Jensen first and then offered to board members
- Membership –*Angela Jones & Mariette Lasley*
 - Mariette reported we have 207 members and our goal is 247.
 - The membership blitz is Wed, Feb 27 at noon at WHA. Need all board members to participate
 - Membership will be promoted at the crab feed
- Legislative – *Connie Correia*
 - Joe Hart met with Assemblyman Ken Cooley
 - Connie met with Senator Kiley
 - Today CAHU is hosting a legislative webinar
 - Cap Conference and Capitol Summit are ahead. Connie will set the appointments with the legislators
- PAC - *Lisa Hutcherson*
 - No report due to absence
- Programs – *Teri Blake*
 - No report due to absence
- Professional Development – *Sam Siders*
 - Sam reported work has begun on the Business Expo. Melissa Keller is working on the sponsor flyer. She gave an overview of the progress.
 - Ned Schaut is the January lunch speaker
 - HEAL is speaking in March
- Media – *Jennifer Mason*
 - No report due to absence
- Awards & Recognition – *Michele Meder*
 - No report due to absence
- Community Service – *Carmen Perea*
 - Received thank you letter from River Oaks for our participation in the Santa's Workshop, as well as a separate thank you letter for our toy drive
- Communication – *Teresa Sale*

- The last communications call with CAHU focused on enhancing collaboration between the chapters. It was a valuable call.
- Teresa discussed the various chapter bulletins and the board discussed why we do a weekly bulletin instead of a monthly or quarterly magazine-type publication
- Carrier Relations – *Kerri Sanford*
 - Kerri gave a committee update. She is meeting with Helen on Friday to engage with her on Medicare providers
- Medicare – *Helen*
 - Helen gave an overview of the planning for the Medicare Summit. SAHU is in charge of the event this year and she is seeking venues. Tying Medicare to employee benefits is a strong focus.
 - The evening social event for the Medicare Summit was discussed and will be pursued.
- Vanguard Council – *Billy James*
 - No report due to absence
- Executive Director – *Jeannie Bruins*
 - Jeannie gave a 2019 Partnership Program Update. We are \$7550 below last year's level but she expects that gap to narrow or disappear with the Kerri's efforts. Jeannie has reached out to all 2018 partners. She is still waiting to hear from TAIA (Helen is assisting) and USI. She expects Woodruff Sawyer to opt out since their sales staff moved on to other agencies since last year.
 - Jeannie gave a Crab Feed update – she gave areas where board involvement would be helpful and there was a general response of willingness to help. She will email specific areas and approximate times to the board after the Friday crab feed meeting.

Review Calendar

- Past Events within last 30 Days
 - December 6 Vanguard Mixer
 - December 19 Chili Cook Off
 - December 19 Santa's Workshop
- Future Events within next 60 days
 - January 16 Luncheon
 - February 1 Crab Feed
 - Membership Blitz Feb 27
 - March 8 Coffee Chat
 - March 20 Luncheon

Old Business

None

New Business

- Helen reported that this is the last year for Michele Meder to be Awards Chair so a new Awards Chair needs to be identified soon.
- Alexis is working on the NAHU conference in San Diego and would like other board members to join her in the planning.
- CAHU plans to send out a survey on a name change. If they change the name, SAHU may want to align with it
- The Women's Leadership Summit is April 3-5 in Las Vegas

Next Meeting

9:00 AM- February 20, 2019
 Shepler & Fear General Agency
 400 Sunrise Avenue #150
 Roseville, CA 95611

Adjourn **11:25 am**