

# SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting  
March 18, 2020  
10:00 AM  
Telephone Conference Call

## **Minutes of the Meeting**

### **Attending:**

Alexis DeVorss, Angela Jones, Josh Keller, Mariette Lasley, Michele Meder, Rosamaria Marrujo, Teresa Sale, Sam Siders

**Absent:** Teri Blake, Connie Correia, Carmen Perea

### **Staff:**

Jeannie Bruins, Helen Ornellas

### **Call to Order – Josh Keller**

- Recorded attendance and established a quorum at 10:05am
- Present February minutes were presented. It was m/s/c (Lasley, Sale) to approved the minutes.

### **Treasurer's Report –Carmen Perea**

- Jeannie reported for Carmen, noting SAHU is in good shape financially. It was m/s/c (Jones, Sale) 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 –*Josh Keller*
  - Executive Committee Meeting – the minutes were distributed
  - Reports were dispensed except Vanguard, Programs and Professional Development
- Professional Development – *Mariette Lasley*
  - The Expo has been postponed due to COVID-19.
  - Jennifer Darling, Asley Tipton, and Paul Roberts have offered to do virtual presentations
  - Mariette suggested having it on April 15 as planned, but do it virtually
  - Rosamaria noted there is software, called Virtual Summit, that would allow the entire summit to be held virtually. Helen suggested hiring Greg Morrow, the IT person we've used before, to manage the event. Detailed discussion followed. Rosamaria gave a lot of information on the Virtual Summit software, with the premium package costing about \$3000 per year. Josh suggested putting together a committee to develop the event. Participants will be Josh, Mariette, Sam, Teresa, Helen, and Jeannie, with Rosamaria chairing it. This committee call will replace the current committee call. It was m/s/c (Lasley, Jones) to reallocate up to \$3000 from the Expo budget to buy the program. There was consensus that the date of the Expo should be held later to learn, develop and successfully execute a virtual summit. The rest of the decisions will be discussed on the first committee call.
- Programs– *Mariette Lasley*
  - The March program was cancelled due to COVID -19. The speaker has offered to do a virtual presentation

- Vanguard Council – *Angela Jones*
  - The event was postponed due to COVID-19. Smart Axe has been accommodating regarding rescheduling the event. Jeannie has given Angela some dates to consider. It was suggested to request a refund and start over when the COVID-19 situation is behind us. There was consensus that this would be best if Smart Axe will agree to the refund.

### **Review Calendar**

- Past Events within last 30 Days
  - February 19 Membership Luncheon featuring Brad Davis – 1 CE
- Future Events within next 60 days
  - All events in March and April have been cancelled or postponed due to COVID-19
  - May 22 Golf Tournament at The Ridge Golf Club

### **Next Meeting**

Date and time to be determined

No further business

Meeting adjourned 11:00 AM

Respectfully Submitted,

Jeannie Bruins

Reporter