



SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting Minutes

4-8-2021

10:00AM

Zoom Video Meeting

Call to Order – 10:07 am Sam Siders

- Record attendance – Carmen Perea:
- Record attendance – Sam Siders, Carmen Perea, , Rosamaria Marrujo, Brian Christy, Bryan Coppin, Connie Correia, Michael Saab, Conner Deck, Michele Meder.
- Not in Attendance: Helen Ornellas, Celeste Covey, Josh Keller.

- Sam Siders – SAHU President
 - Guest Speaker – Mariette Lasley – Running for Pres. Elect at CAHU Level
 - Approval of 3/17/2021 Minutes: 1st Connor Deck and 2nd RosaMaria Marrujo
 - CAHU Statewide Leadership Conference: Chapters with 100% attendance from its current board members will receive \$500 cash to use however it likes. Or those with 90% attendance \$400, 80% \$300, 70% 200 and 60% \$100. Since there is no charge to register for this event, it is all positive cash flow for your chapter.
 - Social Media Membership Proposal & Sponsorship Review: Rosamaria to Review:
 - Motion – Lissette Rosenberg
 - Discussion – RosaMaria - offer 2 sponsorships \$2500 each
Sam Siders – Aflac interested in partnership
 - 2nd Michael Saab
 - Vote Y-N
 - Pass Y- N Yes
 - Social Media Sponsorship - <https://sahu-ca.com/product/social-media-sponsor-2021/>
- Question for SAHU Board- Meeting in Person for June Meeting and other Events? 20-25 in person before COVID 25-35 On Line. Or stick to 2-4-2022 Crab Feed as Coming out Party!
 - Sam - Virtual has had more attendance vs in person
 - Suggestions to move forward
 - Luncheons – virtual
 - Other events – in person
 - Tabled for a decision in the next couple months – August – Hybrid meeting



- **President-Elect – Carmen Perea**
 - Board Update – Committee
 - Other Business – Confirmed SAHU 2021-2022 Board- Yes
 - Retreat - –July 7th - 2021 – Place and Time – Pending
- **Treasurer – Carmen Perea**
 - Review P&L- 3-2021-
 - Balance Sheet – 3-2021
 - Approved by Michael Saab and Michele Meder
- **Executive Director – Helen Ornellas**
- Golf- Website Up- save the Date Out – Golf Committee Meeting 4-9-2021 12
WHA main sponsor
- Noon Zoom and Web Ex? Need to upgrade our image on this.
- Coffee Chat – Open to Membership- Just send a link? Rosamaria Web Ex
Account?
- **Professional Development**
 - Bryan had to get off the call – no update
 - SAHU Business Expo – July 29th, 2021
 - Committee Meetings – Twice a month 2021-
 - Business Expo – NAHU Web- Site Review – Pacesetters
 - **Committee:** Bryan Coppin, Michael Saab, Rosamaria Marrujo,
Sam Siders, Carmen Perea and Helen Ornellas
- **Programs**
 - Michael Saab reached out to Dave Fear Sr. to speak on Alternative Funding
for June meeting. Moving Brad Davis to a later date – September –
Tentative, to be confirmed
- **Media**
 - Membership and SS Media Proposal – Rosamaria requests media press
release on events and getting volunteers.
- **Leg-** 4-21-2021 Coffee talk for a review of the Washington DC Cap. Conference.
E- Blast : no update, Connie had to drop off call
- **Membership**
 - Connor had to drop off call - no update
 - New members – Review at SAHU Board Meeting
 - Featured New Members.
- **Membership Retention-** No update



- **Vanguard Council – VACANT**
- **Carrier Relations – VACANT**
- **Communications – Update-**
 - Newsletter coming out this week
 - E-Blast. – On Track
 - Newsletters- On Tack
 - Events Marketing
- **Awards – Michele Meder**
 - Just finished awards certifications
 - Next year make is easier and spread out the requests for awards documentation
Discuss at July Reerat

Review Calendar – Sam Siders

- **Past Events within last 30 Days**
 - Speaker Event – March 17th - Scott E. Galbreath, J.D., LL.M 3-17-2021 **CE**
Course #: 385286
- **Future Events within next 60 days**
- Coffee Chat – 4-21-2021 10:00AM 11:00AM
- Speaker – Allan Rahn – 4-21-2021 12:00PM – 1:15PM
- Membership Call Blitz – 4-27-2021 2:00PM – 3:30 PM
- CAHU Leadership 4-27-2021 – 4-28-2021
- Capitol Summit – 5/
- 2021 Annual SAHU Golf Tournament - 5-21-2011 7:30AM to 5:00PM

Old Business

SS Media Proposal

New Business

Crab Feed In Person date: 2-4-2022 – Citrus Heights Community Center- Coming Out Party