



## SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

### Board of Directors Meeting Minutes

5-10-2021

10:00AM

Zoom Video Meeting

10:05 AM to 11:00AM

#### Call to Order – Sam Siders

- Record attendance – Helen Ornellas: Sam Siders, Carmen Perea, Helen Ornellas, Rosamaria Marrujo, Connor Deck, Celeste Covey, Michael Saab, Lissette Rosenberg, Connie Correia.
  - Not present- Bryan Coppin, Brian Christy, Michel Meder, and Josh Keller.
- Sam Siders – SAHU President:
  - Approve Minutes from 4-2021 – M- Lissette Rosenberg- S- Connie Correia. – Approved.
  - Intro: Sue Wakamoto- Lee – Candidate for CAHU President – Elect – Sick did not speak.
  - CAHU Statewide Leadership Conference: \$200 Check On the Way
  - Social Media Membership Proposal : Starts 7-1-2021
  - Social Media Sponsorship - <https://sahu-ca.com/product/social-media-sponsor-2021/>
- President-Elect – Carmen Perea
  - Confirmed SAHU 2021-2022 Board- Yes
  - Retreat - –July 7<sup>th</sup> - 2021 – El Tapatio’s Starts – 8:30AM -?
    - SAHU Web Site – Storage Review – Kick Off Retreat!
- Treasurer – Carmen Perea - 4-2021- M- Michael Saab – S- Connie Correia – Accepted
  - Review P&L- 4-2021
  - Balance Sheet – 4-2021
  - Virtual Summit - \$2,999 Charge – Claim to be filed in early June if not refunded.
- Executive Director – Helen Ornellas
  - Golf-Update- Completed
- EXPO- Web- Site Up – Sponsors Information - Completed



- **NAHU – Delegates NAHU Delegates – 4 people and at least 2 alternates – Confirmed and completed.**
- Sam Siders
- Carmen Perea
- Rosamaria Marrujo
- Michael Saab
  - **Professional Development – No update.**
  - SAHU Business Expo – July 29<sup>th</sup>, 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 – Report sent in still waiting for speaker information for Aug-Sept-Nov- Dec.**
  - Requested Updated Speaker list from Michael Saab. Aug - Dec 2021- Confirmation.
- **Media – Staff meeting on how to improve the following- SAHU Web Site, better communications for the SAHU Board, Training on Website, FB, Press Releases and SS Media Update.**
- **Leg- No update.**
- **Membership – Reviewed information from SAHU Membership Blitz- 4 new Members- Need a better renewal system, SS Media reach out for Renewals, Lots of Agents retiring, looking to purchasing a list and doing a reach out.**
  - New members – Review at SAHU Board Meeting- Spreadsheets Needed New and Current Each Month.
  - Please provide all new Members Names for the minutes. If you are let me know where this information is at?
  - Featured New Members.
- **Membership Retention-**
  - Retention Report – Review at SAHU Board Meeting
- **Vanguard Council – VACANT**
- **Carrier Relations – VACANT**



- **Communications – Update- Everything for Golf is up and starting BIZ Expo E- Blast. Working on SAHU Newsletter.**
  - **SS Media – On track**
  - **E-Blast. – On Track**
  - **Newsletters- On Tack**
  - **Events Marketing**
- **Awards – No Update**
  - Working on Cert. for 2021. Pending

#### **Review Calendar – Sam Siders**

- **Past Events within last 30 Days – Completed**
- 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
- **Future Events within next 60 days- Completed**
- 2021 Annual SAHU Golf Tournament - 5-21-2021 7:30AM to 5:00PM
- SAHU Speaker – 6-16-2021- David Fear Sr. HRA's 201
- SAHU 2021-2022 Board Retreat – 7-7-2021 – 10AM to 2:00PM – DBT
- 2021 Business Expo – 7-29-2021

#### **Old Business**

#### **New Business**

- **Virtual Summit- Bank Charge \$2999- Working on getting it reversed,- Reviewed**

Helen Ornellas – Recorder