



SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting

6-10-2021

10:00AM

Zoom Video Meeting

Meeting Start 10:05 AM

Meeting End 10:40 AM

Agenda

Call to Order – Sam Siders

- Record attendance: Sam Siders, Carmen Perea, Helen Ornellas, Rosamaria Marrujo, Connie Correia, Michael Saab, Lissette Rosenberg, Brian Christy
 - Absence- Celeste Covey, Michele Meder, Conner Deck, Bryan Coppin, Josh Keller.
 - Guest: Andy Fullerton, Angie Caruso, Danny Langarica, Dylan Ausherman.
- Sam Siders – SAHU President – Thank you to 2020-2021 SAHU COVID Board.
- Approve Minutes from 5-2021- M- Michael Saab S- Rosamaria Marrujo- Approved
- NAHU Delegates – 4 people and at least 2 alternates- Review – Connie & Mariette Reviewed
 - Sam Siders
 - Carmen Perea
 - Rosamaria Marrujo
 - Michael Saab
- President-Elect – Carmen Perea – Reviewed
 - Board Update – Committee – July 7th - 2021 – El Tapatio's 8:30AM to 11:10 AM. Breakfast to be served. Reviewed- Package in the next two weeks.
 - 2021-2022 SAHU Board Retreat – Need Packet Items for Retreat Finalized.
- Treasurer – Carmen Perea- Accept Financials 5-2021: M- Connie Correia S- Rosamaria Marrujo – Accepted
 - Review P&L- 5-2021-
 - Balance Sheet – 5-2021-
- Executive Director – Helen Ornellas All areas reviewed.
- Golf- Update – Review both years together. Meeting June 9th , Fats 11:30AM Review
- SAHU Business Expo Update
- Review of New Sponsorships – Aetna- AFLAC and possibly MASA.
- SS Media – 7-1-2021. – Start Date- Need a committee.
- SAHU Web Site – Storage Review – 10 minutes – Retreat – 7-7-2021.



- **Professional Development – Helen Ornellas did a quick review.**
 - SAHU Business Expo – July 29th, 2021
 - Committee Meetings – Weekly - 2021-
 - **Committee:** Bryan Coppin, Michael Saab, Rosamaria Marrujo, Sam Siders, Carmen Perea and Helen Ornellas
- **Programs – Reviewed and Meeting 6-10-2021 8:30PM. Report Sent in with all information.**
 - Requested Updated Speaker list from Michael Saab. **Aug – Dec Needed**
- **Media**
 - Membership and SS Media Proposal Update **Review- No report sent in .**
- **Leg- Reviewed- See Report for Details**
- **Membership – Once a month need Membership Full Report and New Members**
 - New members – Review at SAHU Board Meeting
 - Survey –
 - Featured New Members.
 - Request from the SAHU Board
- **Membership Retention-**
 - Retention Report – Review at SAHU Board Meeting
- **Vanguard Council – VACANT**
- **Carrier Relations – VACANT**
- **Communications – Update- Reviewed**
 - SS Media –
 - E-Blast. – On Track
 - Newsletters- On Tack
 - Events Marketing
- **Awards –**
 - Working on Cert. for 2021.- **Completed GOLD**



Review Calendar – Sam Siders All Items Reviewed

- **Past Events within last 30 Days**
 - 2021 Annual SAHU Golf Tournament - 5-21-2011 7:30AM to 5:00PM
- **Future Events within next 60 days**
 - 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 Reviewed

- **Virtual Summit- Bank Charge \$2999- Working on getting it reversed. CLAIM HAS BEEN FILED.**
- **Connor Deck- Membership Request**