



SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

SAHU Board of Directors Meeting

1/13/2022

10:00AM

Zoom

Meeting Start: 10:00 AM

Meeting End 11:00AM

Agenda

Call to Order – Carmen Perea

- Record attendance: Carmen Perea, Sam Siders, Rosamaria Marrujo, Andy Fullerton, Dylan Ausherman, Angie Caruso, Lissette Rosenberg, Josh Keller, Michael Saab, Brian Christy, Michele Meder, Danny Langarica, Kerri Sanford, Patricia Rodriguez, Mariette Lasley, Helen Ornellas
 - Absence- None
- 12-2021 Minutes: Motion to Approve: Mariette Lasley – Second Sam Siders – Passed
- Treasurer – Andy Fullerton – Motion to Accept Michele Meder -- 2nd- Danny Langarica - Passed
 - Review P&L- 12-2021
 - Balance Sheet – 12-2021
- Presidents Items for Review:
 - Jan. Recap last 6 months and goals for next 6 months. Strategic Planning. **Reviewed by Carmen Perea.**
 - CAHU name change to CAHIP - California Association of Health Insurance Professionals - will set precedence for local chapters to follow- **Helen to find out steps for 7-1-2022 name change SAHIP.**
 - Sponsorships - Board help needed and to be voiced at Board meeting 4-8-2022 **Reviewed**
 - Washington DC- Carmen – In person , Carmen, Rosamaria and Mariette - **Reviewed**
 - Crab Feed –Date moved- 4-8-2022 **Reviewed**
 - Food Drive- Update – **Running this event at the Golf and Axe Tossing Event.**
 - SAHU Board Members – Complete Training **1-10-2022** - Confirm if modules have been done by Board Members. **Reviewed- Michele Meder Tracking**
 - SAHU Board 2022-2023 Board selections/nominations - application request email- January 1st- March – Post Slate- Votes if needed. All done by May if possible. **Reviewed**
 - Where are we at with Pacesetter and any other awards we're targeting? **Reviewed**



- Remove Connie from the SAHU Board – Leg Chair.
 - Motion to remove Connie Correia 2nd- Motion **Rosamaria Marrujo – Second Michael Saab -Passed.**
 - Motion to accept David Fear Jr to Leg Chair – **Motion Rosamaria Marrujo - 2nd – Michele Meder Passed**
- CAHU Foundations- Speaker at next meeting? Is this still happening? **Checking**
- **Helen**
 - Crab Feed Update 4-8-2022 – Tickets, Raffle, Live Auction. – Reviewed
 - SAHU Golf 5-6-2022- First meeting 3-21-2022
 - Vanguard – Danny Axe Event – Reviewed
 - SAHU Expo – 7-28-2022- Reviewed
- **SAHU Chair Review:**
 - Communications- Asked to tag SAHU Members and SAHU Board Members on SS Media.
 - Community Service- Food Drive at Golf and Axe Tossing Event in My 2022. Joey’s Food Locker- Andy to help Brian.
 - Media Relations- Emails for Operations Shout – New Member Hi-light Request-
 - Programs- Below- Looking for someone for Feb. & June.
 - Awards- Getting items together for Pacesetters and Modules complete by SAHU Board Members- Reviewed.
 - Membership- 1 new member. Needs access to the NAHU Membership reports. Helen to help.
 - Membership Retention- Has the report, calling and emailing.
 - Carrier Relations- Sending out emails for SAHU Crab Feed Sponsor and SAHU Membership.
 - DEI- - Cap. Conference Washington DC Rep. CAHU & SAHU., Putting a flyer together, March Panel update, Next DEI SAHU Meeting scheduled.
 - Vanguard- Axe Tossing Event moved to 5-26-2022, email to Marketing for flyer update and event landing page.
 - Professional Development- Getting ready to move this event forward.
 - Medicare- meeting 1-10-2022, working on an In Person Medicare Event for 2022. Focus on getting Medicare Agents for SAHU Membership.
- Calendar 2021-2022: Reviewed
- **Calendar Dec -2021 -July 2022- Work In Progress.**
- January - Virtual - Topic New Trends for the Agency
- February – OPEN
- March – Leg Update - Legislative Update – Dawn McFarland
- April – Virtual Dei Speaker Panel



- May – no meeting. In Person Golf Tournament - Vanguard-
- June – Virtual- 2022-2023 SAHU Board Retreat and Induction –Need Speaker Still
- July- in Person Biz Expo

Review Calendar –Carmen

- **Past Events within last 30 Days: Reviewed**

- Toy Drive

- **Future Events within next 60 days- Reviewed**

- Speaker Lunch-1-19-2022 Leveraging Executive DI – Kerrigan R. Kahl
- Speaker Lunch – 3-16-2022 – Leg Update
- Speaker Lunch – 4- 20-2022 – DEI- Panel

New Business:

- **SAHU Name Change DBA 7-1-2022 – Need discussions and vote.**

Old Business – None