

**Sacramento Association of Health Underwriters
October 30, 2009 Meeting of the Board of Directors**

Meeting Minutes
Via Conference Call

Present: Dennis Carlson, David Fear, Peggy Hall, Robin Hathaway, Cerrina Jensen, Carolyn Lewis, Rob Shepler, Lee Ann Trumbull, Shannon Zajec

Absent: Josh Costa, Peggy Mandel, Mike Schultz, Stephen Smith

Staff: Jeannie Bruins

The meeting was called to order by President Dennis Carlson at 2:04 PM

President's Report – Dennis Carlson

- **REPORT ON THE SALES CONFERENCE:**
 - Dennis gave a report on the CAHU conference. He reported that Robin Hathaway received the Membership Award for bringing in the most members this year and she also received Member of the Year Award. SAHU also received an award for Website of the Year. The awards will be displayed at the November CE Day and presented at the December luncheon. Dennis also shared about the value of the conference.
 - Shannon stated it was very educational, especially the Adopt-A-Legislator program.
 - Lee stated how much she appreciated the volunteerism involved in putting on the conference. She also noticed more diversity in the profession represented, ie: including financial planners, etc. Lee reported on the GRIP program which is seeking funds for administration. They review federal legislation and have already issued an executive review on the health care reform package. It was m/s/c (Hathaway, Trumbull) to send \$250 in funding to NAHU for the GRIP program
 - Carolyn noted how valuable it was for her. Dennis felt the education session was most valuable, especially the time spent with Rick Coburn.

- **REPORT ON THE NAIFA JOINT MEETING:**
 - Dennis reported on the NAIFA/SAHU joint meeting last night. He, Jeannie and Shannon attended and the NAIFA board was there. NAIFA is very interested in a joint meeting and Dennis suggested the February meeting.. He'll work out the details.

- **REPORT ON THE TED GAINES FUND RAISER MEETING:**
 - Shannon and Carolyn gave a report on the meeting. Tickets were provided by NAIFA

- **REGION VIII VICE PRESIDENCY:**
 - It was suggested that Brent Jones be presented as a nominee. Rob Shepler advised that there is a nomination process for the person to submit his own name. Peggy Mandel's name was submitted as well if Brent is not interested or available.

- **2010 DUES:**
 - It was m/s/c (Shepler, Lewis) to keep the dues at \$50 for 2010.

- **CORPORATE SPONSORSHIPS IN 2010**
 - There was board consensus that the 2010 corporate sponsorship levels would stay the same, with a change in the language for ads on the electronic newsletter.
 - There was discussion about marketing the lunch sponsorships

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- Dennis introduced the possibility of charging for member advertising via eblasts
- OTHER BUSINESS:
 - SAHU will have a table at the CE Day
 - The November board meeting will be on November 18 @ 10 AM via conference call.

Meeting Adjourned at 2:50 PM.

Next meeting will be November 18 at 10 AM VIA CONFERENCE CALL. Call in information will be provided.

Respectfully submitted,

Jeannie Bruins
Reporter