

**Sacramento Association of Health Underwriters  
January 20, 2010 Meeting of the Board of Directors**

**Meeting Minutes**

Present: Dennis Carlson, Josh Costa, David Fear, Robin Hathaway, Cerrina Jensen, Carolyn Lewis, Peggy Mandel, Mike Schultz, Rob Shepler, Stephen Smith, Lee Ann Trumbull, Shannon Zajec

Absent: Peggy Hall

Staff: Jeannie Bruins

The meeting was called to order by President Dennis Carlson at 10:15 AM

**President's Report – Dennis Carlson**

- The minutes were reviewed & approved (Hathaway, Fear)
- A nomination committee is required according to the bylaws. Dennis, Lee and Cerrina will serve on that committee. Lee plans to have the committee provide a slate for board review at the next board meeting.
- Dennis reported that the July lunch is planned for a joint meeting with NAIFA. Lee reminded the board that July is the installation of the new officers as well.
- CAHU Board of Directors call is this Friday. Lee is participating and Dennis invited a board member to participate as well since Dennis will be unavailable
- The Washington DC trip was discussed, including the cost, attendees and planning. Alternative hotels were considered to save on costs and enable more people to attend. Dennis, Lee and Dave are going, as well as Carolyn, who will stay with family. Dennis stressed the importance of using the \$12,000 we budgeted but to keep within the budget. Interested people to attend should contact Dennis

**President Elect's Report – Lee Trumbull**

- Lee participated in the CAHU nominating committee conference call. She distributed the slate
- The SAHU board retreat is scheduled for June 4 at Christ the King retreat center. Lee is actively recruiting for board and committee participants.
- Lee demonstrated a packet she put together for SAHU and industry events. Robin offered to house the packet for members to pick up and use

**Treasurer's Report - Carolyn Lewis/Jeannie Bruins**

- Carolyn gave the financial report. It was m/s/c to accepted (Hathaway, Shepler)

**Executive Director's Report - Jeannie Bruins**

- The last paper newsletter is in production. All newsletters, events and communication going forward will be done electronically, mostly through Constant Contact
- The 2010 corporate sponsorships have topped \$30,000. Jeannie expects the income from sponsorships to be in the range of \$30-\$35,000 for the year.
- Jeannie gave the crab feed report for Peggy Hall. There are 230 tickets sold. The budget model was built on 500 attendees. With one month before the event, she will promote it heavily and encouraged the board members to each sell their tickets. Cerrina suggested using social networking to reach friends and acquaintances of members
- There will be no lunch for February because it falls 2 days before the crab feed. The March lunch will be held at the Sacramento Realtors Association building. If that works well, the lunch program may move there permanently

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**Legislative Report - David Fear**

- Dave reported on the victory of Scott Brown in the Massachusetts Senate race and the importance it has to the health reform debate.
- Little activity on the state level at this time

**Education Report – Dennis for Stephen Smith**

- The ethics class is scheduled for April 19<sup>th</sup> at the Kaiser building in Folsom

**Media Report – Cerrina Jensen**

- The Business Journal ad was reprinted in a second issue due to the poor print quality of the first ad
- Website updates are being made
- Cerrina made an inquiry with Strikes in Rocklin for a bowling event and is waiting for information

**Programs – Peggy Hall**

- See executive director report

**Membership Report – Dennis for Mike Schultz**

- There are 221 members, with 4 new members
- Dennis discussed the lapsed and not paid list

**PAC Report – Rob Shepler**

- Rob reported that.

**Community Service – Shannon Zajec**

- Shannon
- .

**Awards & Recognition – Robin Hathaway**

- Robin

**Old Business**

- None

**New Business**

- Robin

Meeting Adjourned at 11:30 AM. Next meeting is in February; date and location to be determined.

Respectfully submitted,

Jeannie Bruins  
Reporter