

**Sacramento Association of Health Underwriters
March 17, 2010 Meeting of the Board of Directors**

Meeting Minutes

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

Absent: David Fear, Peggy Hall, Carolyn Lewis

Staff: Jeannie Bruins

The meeting was called to order by President Dennis Carlson at 10:00 AM

President's Report – Dennis Carlson

- The minutes were reviewed and approved (m/s/c Shepler, Hathaway)
- Dennis gave a report on the Capital Conference. SAHU members met with 6 legislators, who generally confirmed that their constituents don't want the government proposed health care plan, but that the Democrats are getting pressure from their party to support it or lose funding in upcoming elections. Shannon gave additional input on her experience as a first time attendee. Lee gave additional remarks on the lobbying trip, including an overview of the major issues.
- Dennis submitted the application for the Silver Seal Accreditation.

President Elect's Report – Lee Trumbull

- Lee reported that the nominating committee met in Washington DC during the Capital Conference. The slate of candidates is not yet ready but should be by the end of the month

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Treasurer's Report - Carolyn Lewis/Jeannie Bruins

- Jeannie gave the report for Carolyn. The financial report was accepted (m/s/c Shepler, Hathaway)

Executive Director's Report - Jeannie Bruins

- Jeannie gave the crab feed report for Peggy Hall.
- Input on a lunch location was discussed and it was m/s/c (Mandel, Trumbull) to raise the member cost from \$22 to \$25 and leave the nonmember cost at \$40

Legislative Report - Dennis Carlson for David Fear

- Dennis reported for Dave and reminded the board to attend the Day at the Capitol on May 11-12
- Dennis reminded the board to participate in Operation Shout. Peggy Mandel offered to send it to the people on her broker list.

Education Report – Dennis for Stephen Smith

- The ethics class is being moved to another date due to difficulties getting a speaker. It should be confirmed by the end of the week

Media Report – Cerrina Jensen

- Dennis and Lee reported that Cerrina is working with the media to attempt to get Janet Trautwein interviewed

Programs – Peggy Hall

- Jeannie reported that Peggy has April booked and is working on July. Lunches are dark for May and June

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Membership Report –Mike Schultz

- Mike distributed the membership report and the board split up the lapsed people and the delinquent people to call. Mike will report the activity to CAHU to get our CAHU bucks

PAC Report – Rob Shepler

- Rob reported there is no new report because the state and federal levels are in a holding pattern

Community Service – Shannon Zajec

- Jeannie and Shannon are working on getting out the Matrix information to the members through Constant Contact
- Shannon reported on the children's Veggie Chase in May as an activity the members can support and participate in. We will get good exposure as a sponsor. Members can sponsor a child. More details to follow
- The River Oaks children will be supported again this year with the remainder of the budgeted funds

Awards & Recognition – Josh Costa and Robin Hathaway

- They are working on the NAHU awards and are nominating Dennis Carlson for the Emerging Leader Award. Dennis nominated Lee for the Distinguished Award. We are also submitting for the website award again.

Old Business

- None

New Business

- Dennis noted that CAHU has all their chairs filled except for the Communications Chair
- Robin requested a board member broker give a presentation at the Kaiser meeting on May 20 on the Capital Conference and membership recruitment
- The golf tournament in May 17 at Lincoln Hills at Sun City in Lincoln.

Meeting Adjourned at 11:30AM. Next meeting is April 21 at the Doubletree Hotel.

Respectfully submitted,

Jeannie Bruins
Reporter