

AGENDA

Meeting Description: CAHU Board of Directors

Date and Time: July 16, 2019 8:00 am to 10:30 am

Location: Conference Call



Requests to add agenda items may be presented under item II.

- 8:00 am I. Welcome, Call to Order, Antitrust Reminder President
[Link to NAHU Board Orientation on Governance](#)
Called to order at 8:07 am
Bruce reviewed the Antitrust policy
- II. Approval of Agenda of July 16, 2019 President
Dawn moved to approve agenda, Yolanda seconded, no discussion. Ayes carry.
- III. Approval of Minutes of June 28, 2019 President
Brian moved to approve minutes, MaryAnna seconded, no discussion. Ayes carry.
- 8:05 a.m. IV. President's Report President
- Creation of Ad Hoc Committees – Bruce reviewed the committees, moved for the board to approve the creation of the four committees below for the 2019-2020 association year. Brad seconded. Cerrina asked how the committees would operate as they seem to overlap with current board positions. Bruce noted that the Governance Committee structure has not been created yet but will likely be past presidents; Cerrina clarified whether the committees would operate independently. Bruce noted that the committees would not make decisions or changes, but would bring suggestions to board. Dave asked about Public Affairs not being included. Bruce noted that there was no reason to create an ad hoc committee as there is already one in the bylaws. Cathy wanted to clarify where the Finance Committee stood – it already is a standing committee in the bylaws so is not listed here. Bruce called for the vote. Ayes carry, no opposition, no abstentions.
 - Governance Committee – will review policies and procedures and structure
 - Membership Affairs Committee – will be the umbrella committee – several task forces will reside under this committee such as programs, chapter development, branding
 - Medicare Advisory Group – will continue to work on medicare summits and related issues
 - Vanguard Council – continuing
 - Vice Chair Integration – Bruce asked all the committee chairs to look for Vice Chairs so as to make the committee structure stronger.
 - CAHU Annual Convention Update – registration is open and ads are in CalBroker magazine. Emails have gone out, planning is in process.
- 8:20 a.m. V. President Elect Report President Elect
Wanted to let chapter Presidents know that she will be reaching out to make sure there was attendance at Region 8 and the Annual Convention. Waiting for Region 8 chair to release agenda for the training in August.

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Updated: 3/25/2020

8:25 a.m	VI.	Financial Report	VP Finance	
		<ul style="list-style-type: none"> Review of Finance Report – discussed the end of the fiscal year – preliminary end of year financials are attached. Effectively at a break even point for now. Expenses for Capitol Summit have been paid, some outstanding expense reports for June. Cathy noted that there are some trends to note – dues income was higher in May than anticipated, but they fluctuate quite a bit. Cathy also noted that Brad and Helen will be sitting on the Finance Committee. Brad asked about the profit/loss statement for Capitol Summit, and some line items, as well as the Foundation funds. Dawn is reviewing the Foundation funds. Brad asked about year end totals. Brad moved to accept the financials, Brian seconded. No discussion. Ayes carry, no opposition, no abstentions. 2019-2020 Budget – Cathy noted that the budget is the same as presented in June. Budget in the agenda is put forward for approval. Cathy moved to approve the budget, Vanessa seconded. Ayes carry, no further discussion, no nays, no abstentions. 		
8:35 a.m.	VII.	Legislation Report	Faith Borges	
		Faith reported that Legislature is on summer recess, reconvenes August 12. Will move into fiscal committee hearings upon return as session ends September 30. Number of bills have been amended into other forms or moved into two year bills. Priority bill report was sent as addendum. AB 290 – asked that someone look at amendments and will send to Vice Chairs, Exec Leg Council and VP of Public Affairs. AB 414 – bill regarding mandate will also be directed to Vice Chairs and Executive Leg Council, and VP of Public Affairs. Faith will send any additional changes to the same group. Letter submitted for AB 824.		
8:50 a.m	VIII.	PAC Report	VP PAC	<i>Page 20</i>
		Sue is out sick, no report.		
8:55 a.m	IX.	Public Affairs Report	VP Public Affairs	
		Brad noted that they did not meet this month. Will work on goals starting in August.		
9:00 a.m	X.	Corporate Affairs Report	VP Corporate Affairs	
		John Evangelista, Emilio Saucito (IEAHU) will be part of Corporate Affairs committee. In the midst of getting everything in order for the Annual Convention, and working on updating the Annual Partnership information, and will be looking at allocations of the funds as well. Bruce noted that the packages will be re-structured to accommodate the needs of the Partners.		
9:05 a.m	XI.	Membership Report	VP Membership	
		Korey noted that the first membership call was last week, the call was recorded. Discussing mentorship program and discounts for milestone years. Will pull report and see what the fiscal impact might be for 5, 10, 15, 20 years specifically. Yolanda asked if membership orientation at state level was discussed. Will discuss at the next meeting.		

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| 9:10 a.m | XII. | Professional Development Report
Having great conversations with different leaders across the state. Doing some clean up work on the CE courses and those that are up for renewal. Also looking at content and how it can be updated. Will be discussing a certification program on leadership with the board in the future for members. | VP Professional Development |
| 9:15 a.m | XIII. | Communications Report
Finalizing the website, member only section should be up by September. Goals for this year are to implement more video communications for social media. | VP Communications |
| 9:20 a.m | XIV. | Awards Report
Pat noted that Cerrina, Pat and Ross won Distinguished Service awards, and that the state chapter won several awards. Will be working on state awards soon as well. Sent in Landmark and Blue Ribbon press releases to Cal Broker. Bruce noted that SAHU and LAAHU should also do press releases for Cerrina and Ross. | Awards Chair |
| 9:25 a.m | XV. | Medicare Advisory Group Report
Not on call. | Medicare Chairs |
| 9:30 a.m | XVI. | Vanguard Council Report
Not on call. | Vanguard Chair |
| 9:35 a.m | XVII. | CAHU Foundation Report
First meeting is tomorrow morning. Video project was shown onstage during NAHU, and is still a work in progress. Team is working on it going forward. Will be focusing on internship project moving forward statewide. | VP Community Outreach |
| 9:40 a.m | XVIII. | Local Chapter Reports (3 minutes each)
CCAHU – Tess reported that they had a late start, but have the budget completed and a strategic planning meeting scheduled. Will be sending 4 people to Region 8.
DCAHU – Jean reported that they are dark for the summer, but are working on Medicare Summit for September. Able to get CalBroker to advertise the event as well.
GGAHU – Cathy reported for the chapter. Medicare Summit is shaping up for August 12 & 13, will be putting ads into CalBroker. Will be presenting a CE on health and meditation. Have not done strategic planning yet, but will be doing it at the end of July.
IEAHU – Ashley reported that the golf tournament was last month and went well. Made about \$10,000 on the tournament. Did have a new member orientation in July, did a picnic outside. Strategic planning is coming up later in July. Will be structuring it around Pacesetter qualifications.
LAAHU – Brian reported that they now have a full board, did strategic planning last month and was facilitated by Stephanie Berger. Changed board meetings to coincide with program meetings as opposed to two. Will be doing a press release for Ross. Joint Medicare summit with VCAHU on August 20 & 21. Final preparations for Region 8 meeting – reminded everyone to register. 2020 symposium will be at the Skirball Center again.
NCAHU – Vanessa reported that the chapter is working with regional hospitals, and have a event in August. Medicare symposium is in September.
NVAHU – No report at this time.
OCAHU – MaryAnna reported – strategy meeting last month, 5 new board members. | Chapter Presidents |

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First event is coming up – doing a brew tour for Vanguard in a few weeks. Senior Summit is with IEAHU and SDAHU. Planning going well.

SAHU – Josh noted that had a great Vanguard family night at the drive in theater. Event at TopGolf to benefit a cancer non profit.

SBAHU – Laura reported that strategic planning is this week, have 9 meetings each year and a wine event. Will be adding a bowling event for members as well.

Challenges are around board – only about 6 people who are on the board participating. Recruiting new board members is challenging. Trying to get new content for programs and sponsorships are also challenges.

SVAHU – successful golf tournament in May, working on Medicare Summit.

SDAHU – Stacy reported that they had their strategic planning meeting, and have a wait list for board members. Day at the Races is coming up to benefit PAC. Had a golf tournament in June, got about \$2400 for PAC. Joint Medicare Summit is approaching, and some of the agencies are promoting SDAHU as well.

VCAHU – Tim noted that they did a video for social media, plan is to do one a month as a personaly invite (keep it under 60 seconds). Casino night coming up in August, Region 8 will be sending 4 to training. Discussed what brings value to meetings and how to translate that into meeting attendance. Stacy suggested talking about this at the next meeting.

- 10:20 a.m. XIX. Women’s Leadership Summit Update Cerrina Jensen
Cerrina reported on the Summit – promoted at NAHU Annual Convention, have discount registrations available. Also noted that there are options available for attending even if it is cost prohibitive. Cerrina noted that there are so many people who have volunteered to help with planning and running the event next year. Will have a Forbes top 40 speaker who is donating her time. Summit is open to all, and is geared towards leadership. March 23-25, 2020 at the JW Marriott in Las Vegas.
- 10:25 a.m. XIX. Old Business
Sunset Cruise (Dawn reported)– went well and was well attended. The band sold t-shirts and donated some of the profits to the Foundation.
- 10:30 a.m. XX. New Business
No new business.

Brian moved to adjourn, meeting adjourned at 9:52 a.m.

2019-2020 Board of Directors Meetings and Events

Date	Event	Location	Time
July 16, 2019	Board Meeting	Conference Call	8 am - 10:30 am
August 20, 2019	Board Meeting	Conference Call	8 am - 10:30 am
September 17, 2019	Board Meeting	Conference Call	8 am - 10:30 am
October 3, 2019	Board Meeting	Costa Mesa	TBD
October 3-5, 2019	CAHU Annual Convention	Costa Mesa	
November 19, 2019	Board Meeting	Conference Call	8 am - 10:30 am
December 17, 2019	Board Meeting	Conference Call	8 am - 10:30 am
January 21, 2020	Board Meeting	Sacramento	10 am - 3:30 pm
February 18, 2020	Board Meeting	Conference Call	8 am - 10:30 am

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February 24-26, 2020	NAHU CapCon	Washington DC	
March 17, 2020	Board Meeting	Conference Call	8 am - 10:30 am
March 23-25, 2020	Women's Leadership Summit	Las Vegas	
April 21, 2020	Board Meeting	Conference Call	8 am - 10:30 am
May 11, 2020	Board Meeting	Sacramento	1 pm - 5 pm
May 12-13, 2020	Capitol Summit	Sacramento	
June 16, 2020	Board Meeting	Conference Call	8 am - 10:30 am
June 27 - June 30, 2020	NAHU Annual Convention	Chicago	

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Board Meeting Sign In Sheet: July 16th, 8 am to 10:30 am
Location: Conference Call

Executive Board	Title	INITIAL				
Bruce Benton	President	X				
Maggie Stedt	President-Elect	X				
Dave Fear Jr	Immediate Past President	X	Quorum: 19			
Cathy Little	VP Finance	X				
Jim Morrison	VP Legislation					
Korey Platt	VP Membership	X				
Cerrina Jensen	VP Professional Development	X				
Sue Wakamoto Lee	VP PAC					
Brad Davis	VP Public Affairs	X				
Yolanda Webb	VP Corporate Relations	X				
Kristie Scavarda	VP Communications	X				
Dawn McFarland	VP Community Outreach	X				
President or Voting Member (Sub)					President-Elect or Voting Member	INITIAL
Tess Phillips	President CCAHU	X				
Jean Chariton	President DCAHU	X				
Kenneth Coker	President GGAHU					
Ashley Ingram	President IEAHU	X	David Dutchover			
Brian Sullivan	President LAAHU	X	Peter Seibold			
Vanessa Ignacio	President NCAHU	X				
Dan Furtado	President NVAHU	X	Leanne Chrisman			
MaryAnna Trutanich	President OCAHU	X				
Josh Keller	President SAHU	X	Alexis DeVorss	X		
Stacy Moskowitz	President SDAHU	X				
Laura Murphy	President SBAHU	X	Vacant			
Nick Jauhal	President SVAHU	X				
Tim Kanter	President VCAHU	X				

STAFF:
 Mike Belote
 Jennifer Blevins
 Faith Borges X
 Kimi Shigetani X

COMMITTEE CHAIRS:
 X Pat Stiffler, Awards
 Helen Ornellas, & Craig Gussin , Medicare
 Sean Greene, Vanguard

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AGENDA

Meeting Description: CAHU Board of Directors

Date and Time: August 20, 2019 8:00 am to 10:30 am

Location: Conference Call



Requests to add agenda items may be presented under item II.

- 8:00 am I. Welcome, Call to Order, Antitrust Reminder President *Page 2*
[Link to NAHU Board Orientation on Governance](#)
Called to order at 8:06
- II. Approval of Agenda of August 20, 2019 President
Motion to approve from Craig, Dave seconded. No comments. Ayes carry.
- III. Approval of Minutes of July 16, 2019 President *Page 3*
Motion to approve minutes Rick, Yolanda seconded. No comments, ayes carry.
- 8:05 a.m. IV. President's Report President
Bruce gave a convention update – noted that it was in seven weeks. Have made great progress in regards to structure and programming. Working on sponsorships and exhibitors. Will be launching more aggressive promotion campaign this week. Bruce noted that the environment for annual sponsors right now is a difficult one with multiple requests coming from both national and state chapters. Will be setting up a Corporate Affairs call to discuss a more strategic approach to approaching sponsors. Bruce will be sending out a questionnaire. Noted that there will be a Chapter Leadership & Development session at the Convention on Thursday following the board meeting. Bruce asked chapters to also promote the Convention. Discussed the amount of emails that are being sent out across the state. Region 8 meeting is next week. Will also be
- 8:20 a.m. V. President Elect Report President Elect
Maggie – attended the Northern CA Medicare Summit, but noted that there was a lack of promotion for membership. Urged all chapters to make sure there was time and full promotion for membership during events. Also should be promoting PAC at events. Brad asked what works well – Maggie said that Korey has some great ideas. John Evangelista does a great job of teaching others how to do the membership pitch. Different chapters have found success doing different things. Maryann gave an example of ways to promote the importance of the AHU's. Cerrina asked if the board could get bullet points of Maryann's example to create a resource for recruiting.
- 8:25 a.m. VI. Financial Report VP Finance *Page 8*
Cathy noted that there was an error in the budget included in the board packet in July. There was one line item that was wrong, budget included today is the right budget. Also noted that the financials had an estimated income from NAHU that may vary from the actual deposit. Is waiting on final income statement and reimbursements are lagging a bit behind – CAMS had staffing issues and impacted the speed with which they were able to process. Looks like about a \$13,000 loss for the year, which is lower than was originally anticipated. Capitol Summit was profitable. Discussed the Charles Schwab account, balance is healthy. Brad noted that the balance may go negative as payments are made for the Annual Convention. Bruce asked for a motion to approve

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Updated: 3/25/2020

the corrected budget – Brad moved, Dawn seconded. No discussion, ayes carry. Brad moved to accept financials, Craig seconded. No discussion on financials, ayes carry. Cathy also pointed out that the end balance for the year shifted when the budget was corrected.

- 8:35 a.m. VII. Legislation Report Faith Borges Page 19
Jim – Federal update. Surprise billing has been a major topic that has been moving along. Out of network benefit being set is being debated. Ministry plans are under fire in many states, controversy around products are being sold as insurance like products when they are not. Cadillac Tax repeal passed the House, hoping to get through Senate soon. The “Safe Importation Action Plan” would provide two pathways for pharmaceuticals to be imported – one through Canada (FDA approved) and then the other would be from general foreign markets. Will be time limited if it moves forward. Transparency measure was also proposed regarding hospital pricing being posted on their website for all items and services provided. Simplified employer reporting is also looked at for change – would move to more generalized reporting. Activity regarding Health Savings Account for certain chronic conditions, rule change would allow these conditions to be preventative and would be covered in full. HSA plan introduced via HR 3796 – allow medicare enrollees to also maintain and contribute to a HSA.
- Faith – State update. Legislative reconvened last Monday until September 13th. Governor will have a month after that to sign or veto bills that go to his desk. Currently working through suspense file to decide what will make it to final floor vote for this session. Majority of CAHU’s key bills were passed through to the budget. Those bills have been amended to cover reporting requirements. AB 5 is still moving, that hearing will take place on the 30th. Likely to be signed and passed this year. Surprise billing bill is still moving (AB 651) is also on suspense. A few prescription cost driver bills, AB 824 is also on suspense file. Enrollment date bill is continuing to advance on suspense file (AB 1309). Key bill list is in packet and is current. Brad asked about subsidy expansion – penalty will be administered by the Franchise Tax Board, still working with Covered CA on the front end.
- 8:50 a.m VIII. PAC Report VP PAC
- 8:55 a.m IX. Public Affairs Report VP Public Affairs
Brad noted that the Public Affairs report was included in the addendum sent out on Monday. This was a short meeting and the notes summarize the discussion. Also included was the Public Affairs professional description and requirements. Brad noted that the dues increase in 2018 that was approved has begun. Encouraged board to read the attachment. Discussed the issue of what the position would do, and what skill set was required. This may not be one person, but a firm or someone who has the connections to experts who can satisfy all the areas. MaryAnn asked what the price tag was to fulfill this - \$100,000? Brad noted that it was about that, but that there was a lag in CAHU receiving the extra dues. Brad is asking that the board move the budget towards a \$100,000 for that position in the next budget. Brad is going to start looking a bids to get a sense of what it might cost, and then also looking at allocating extra funds to implement strategy.

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- 9:00 a.m X. Corporate Affairs Report VP Corporate Affairs
Yolanda delivered the Corporate Affairs report – as soon as the Medicare summit at the end of August is complete, would like to begin having calls. Anyone who would like to participate is welcome. Will be looking at structure of matrix and implementation of recruiting. Jessica Word has approached Yolanda to discuss the program, and possible changes. Has some ideas to adding to new structure. Yolanda will report back to board on outcome of meeting. Top partners will be by invite only.
- 9:05 a.m XI. Membership Report VP Membership
No report
- 9:10 a.m XII. Professional Development Report VP Professional Development
Cerrina gave a brief update – has been working through renewal lists from DOI. Also working with Bruce on programming for Annual Convention. Noted that the Chapter Leadership & Development will be at Annual Convention. Working on developing a training/designation to help members stand out more through leadership development and training. Still in concept stage, but is in development.
- 9:15 a.m XIII. Communications Report VP Communications
Working on new website – back end is being built, Channel Ready is working on it. We will also be launching the Annual Convention, and also will be introducing a “Member Spotlight” to recognize members. Short video or photo with a few questions to answer and they will be featured on the website and in the monthly newsletter.
- 9:20 a.m XIV. Awards Report Awards Chair
Pat reported that the final process of judging the awards is in process. Disappointed in the number of submissions received, but is hoping that next year will be better.
- 9:25 a.m XV. Medicare Advisory Group Report Medicare Chairs
Helen reported that the group met in August on how to move the group forward. Looking at having a four year term limit for the group, looking for a budget of \$1,500 to offset expenses. Kicking it off soon. Craig noted that they need additional people in Northern CA. Stressed importance of local chapters doing Medicare sessions to engage local Medicare agents, and to stress membership with Medicare agents if they are not already. Bruce noted that Leg and membership are important for the Medicare Advisory Group.
- 9:30 a.m XVI. Vanguard Council Report Vanguard Chair
Sean noted that he will not be at the Annual Convention, but is coordinating with Korey on the venue. The space looks great and it will be a good event. Working on recruiting younger agents to get involved and to develop Vanguard. Bruce noted that the industry as a whole is aging, so its important to engage new and younger members. Event at Annual Convention will be a costume event.
- 9:35 a.m XVII. CAHU Foundation Report VP Community Outreach
Dawn – ICCG group effectively trains individuals in business practices and puts them in front of venture capitalists. Dawn asked for assistance from Kaiser for agent names. Dawn noted that these are agents who are not current members. Dawn reached out to the agents from Kaiser, and for CAHU to nominate people to participate, they need

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to be members. Naama was selected for the program. The Foundation's next board meeting is tomorrow. Has been focused on ideas for fundraising.

- 9:40 a.m. XVIII. Local Chapter Reports (3 minutes each) Chapter Presidents
- CCAHU – not on call
DCAHU – Jean reported – working on member event for September. Making great strides in launching the event (Medicare event). Is putting a membership table together, and is hoping to grow membership. Have speakers lined up for the year for member meetings.
GGAHU – Rick reported that the next meeting was a wellness CE, scheduling several other events, finances are in order.
IEAHU – Ashley reported that they had their annual budet meeting in July, reviewed by board in August. Will be presenting final budget in September. Will be making significant changes in events. Striving to increase membership by 10% this year. Awards chair submitted for 4 CAHU awards. Making training for chairs a priority. Met with Norma Suarez (local legislator). Meeting went well, focused on the role of the agent, discussed on rising cost of pharmaceuticals.
LAAHU – not on call, Medicare Summit today
NCAHU – Vanessa reported that September 5th is their next Symposium. Presentation by Sutter on cost of health care at last meeting.
NVAHU – Dan reported that the board is meeting later this week, quiet for the summer. Will be discussing the CE day, and will also be talking about recruiting new members. Also looking at website.
OCAHU – August Vanguard event that was successful. New President Elect – Joann Vernon will be coming on board. Have three new board members who will be at Region 8, then the Senior Summit will be later that week. September will be a CE day on the 10th. Starting to discuss sponsorships with partners now. Approved budget last week.
SAHU – Cerrina reported that CE tomorrow at member meeting, and the Medicare Summit was last week.
SDAHU – Jim reported that the Day at the Races went well, Leg update at next meeting, final budgets are in, full board for now.
SBAHU – Laura reported that strategic planning was last month and went well. Dark for now, first meeting is in September. Will be changing up wine event this year due to lagging sponsors. Will be using another venue and making it more casual and fun.
SVAHU – not on call
VCAHU – Tim reported that Casino Night went well, next month will be a 4th quarter preparedness meeting (speakers around medicare, small group, ifp). Working on acquiring the agent list from DOI, has spoken with almost every chapter to determine who is willing to split the cost. Has six chapters committed.
- 10:20 a.m. XIX. Women's Leadership Summit Update Cerrina Jensen
Cerrina reminded the board of the dates for the event at the JW Marriott in Las Vegas. Have been working on having Clark County AHU engaged in planning the event. Jessica Word has helped to secure some very high level speakers. Partner packages are being finalized. Please contact Cerrina, Korey or Kimi with any questions.
- 10:25 a.m. XIX. Old Business
No old business

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10:30 a.m. XX. New Business
No new business

Cerrina moved to adjourn, Dave seconded. Ayes carry.
Meeting adjourned at 10:15 am.

2019-2020 Board of Directors Meetings and Events

Date	Event	Location	Time
August 20, 2019	Board Meeting	Conference Call	8 am - 10:30 am
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June 27 - June 30, 2020	NAHU Annual Convention	Chicago	

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Board Meeting Sign In Sheet: August 20th, 8 am to 10:30 am
Location: Conference Call

Executive Board	Title	INITIAL		
Bruce Benton	President	X		
Maggie Stedt	President-Elect	X		
Dave Fear Jr	Immediate Past President	X		
Cathy Little	VP Finance	X		
Jim Morrison	VP Legislation	X		
Korey Platt	VP Membership			
Cerrina Jensen	VP Professional Development	X		
Sue Wakamoto Lee	VP PAC			
Brad Davis	VP Public Affairs	X		
Yolanda Webb	VP Corporate Relations	X		
Kristie Scavarda	VP Communications	X		
Dawn McFarland	VP Community Outreach	X		
President or Voting Member (Sub)			President-Elect or Voting Member	INITIAL
Tess Phillips	President CCAHU		Mary Fluegel	X
Jean Chariton	President DCAHU	X		
Kenneth Coker	President GGAHU	X	Rick Coburn	X
Ashley Ingram	President IEAHU	X	David Dutchover	
Brian Sullivan	President LAAHU		Peter Seibold	
Vanessa Ignacio	President NCAHU	X		
Dan Furtado	President NVAHU	X	Leanne Chrisman	
MaryAnna Trutanich	President OCAHU	X		
Josh Keller	President SAHU		Alexis DeVorss	
Stacy Moskowitz	President SDAHU		Sean Greene	
Laura Murphy	President SBAHU	X	Vacant	
Nick Jauhal	President SVAHU			
Tim Kanter	President VCAHU	X		

Quorum: 19

STAFF:
 Mike Belote
 Jennifer Blevins
 Faith Borges X
 Kimi Shigetani X

COMMITTEE CHAIRS:
 Pat Stiffler, Awards X
 Helen Ornellas X, & Craig Gussin X , Medicare
 Sean Greene, Vanguard X

John Welch – GGAHU

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AGENDA

Meeting Description: CAHU Board of Directors

Date and Time: September 17, 2019 8:00 am to 10:30 am

Location: Conference Call



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- 8:00 am I. Welcome, Call to Order, Antitrust Reminder President *Page 2*
[Link to NAHU Board Orientation on Governance](#)
Called to order at 8:07
- II. Approval of Agenda of September 17, 2019 President
Motion to approve agenda, Dawn moved to approve, Craig seconded, ayes carry
- III. Approval of Minutes of August 20, 2019 President *Page 3*
Motion to approve minutes, Maggie moved to approve, Yolanda seconded, ayes ca
- 8:05 a.m. IV. President's Report President
Bruce reviewed the numbers on the Annual Convention. Sold out of exhibit spaces, and encouraged the board members to make phone calls and reach out to people to register to attend. Bruce will also be sending out social media templates to board for them to post as well. Noted that the sign ups for the Chapter Leadership & Development on Thursday were low, asked Chapter Presidents to let us know how many people from the local boards would be in attendance. Discussed the DOI agent list and the opt in issue with Constant Contact.
- 8:20 a.m. V. President Elect Report President Elect
Maggie noted that she will be following up with chapters to make sure that there is a good representation at the Chapter Leadership & Development session. Noted that the CE costs have gone up and that chapters should be aware of that. Will also do follow up on the HHS/CMS Medicare issues. Direct any calls to Maggie.
- 8:25 a.m. VI. Financial Report VP Finance *Page 10*
Cathy reviewed the financial report. Not a lot of budget movement. Currently the six month operating reserve is slightly above where it needs to be. Reviewed income and expenses as well as NAHU dues income. Cathy noted that the next board meeting is too early in the month to have financials, so will be reviewing the 2018-19 YE numbers at that time. Motion to accept the financials from Brad, Laura Murphy seconded. No discussion, ayes carry.
- 8:35 a.m. VII. Legislation Report Faith Borges *Page 19*
Jim reported on federal issues – HIT tax is back for 2020, Cadillac tax repeal is heading to the Senate. Medicare plan finder has been presenting challenges. Surprise billing is still being discussed, simplified employer reporting that is also being discussed. September 30 is federal approps deadline, may see another government shutdown. State deadline was Friday, September 13. Got the final bills off the floor. Will continue to have legislative calls until bills are signed/vetoed by Governor by October 13. Priority bill list was included in Agenda.
- Faith reviewed the priority bill list. Session is out until January 6th. Still lobbying governor. Has until October 13 to sign bills. Finished in committee room due to

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Updated: 3/25/2020

protests from Anti-Vaccine protestors. Bills were coming back to the houses desks after having been sent, which may indicate that the Governor was unwilling to sign. AB 5 was a large issue this past session – agents are already exempted from AB 5. Bill almost didn't come forward, but did pass and went to Governors desk.

- AB 290 moved forward to enrollment
- AB 414 moved forward to enrollment
- AB 518 moved forward to enrollment
- AB 598 was in enrollment and returned to the desk.
- AB 651 moved forward to enrollment
- AB 731 moved forward to enrollment
- AB 824 moved forward to enrollment
- AB 929 moved forward to enrollment
- AB 1309 moved forward to enrollment
- SB 129 already chaptered
- SB 260 moved forward to enrollment

Maggie asked about 407, which passed with amendments. Faith will send Maggie copy of final bill.

Jim provided an update to the board on Covered CA discussion. Covered CA has concerns with ministry sharing plans. Asked CAHU about disclosure options and their concerns. Part of recertification process for Covered CA agents will include a disclosure that will direct agents to obtain a signature from client on disclosure and would maintain records for 10 years. Jim asked about adding an electronic component and Covered CA is considering that option. In addition, Jim noted that agents are not paid a fair compensation in the individual market, and that the loss of sort term plans created a void for many.

- | | | | |
|----------|-------|---|----------------------|
| 8:50 a.m | VIII. | PAC Report
Sue reported on PAC – moving to change administrators for PAC. Noted that lapsed or missed payments were not being followed up on and was costing the PAC about \$10,000 a month. Will be sending out instructions to contributors to sign up online. Also will have the ability to swipe cards onsite at events and collect donations immediately. Sue will send out PAC numbers later this week. | VP PAC |
| 8:55 a.m | IX. | Public Affairs Report
Brad reported that there has not been a lot of movement in the past month. Sent out a RFP for a public affairs professional to use as a baseline to present to board. Public Affairs team has moved to quarterly calls. No movement on branding or name change. Developign ad hoc committee. Bruce noted that the Finance committee is working on getting a handle on how to determine how much of the funds coming in from NAHU should be put towards the public affairs professional | VP Public Affairs |
| 9:00 a.m | X. | Corporate Affairs Report
Yolanda reported that she has been unable to do much in the past two weeks due to medical issues. Encouraged the board to make sure to change semantics from “sponsors” to “partners”. | VP Corporate Affairs |

Cerrina noted that Yolanda will be a guest panelist on NAHU Presidents call on

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September 26th. Will be expanding the talk she gave at the Region 8 training.

9:05 a.m	XI.	Membership Report Korey not on call	VP Membership
9:10 a.m	XII.	Professional Development Report Cerrina reported that they are looking at the additional charges from DOI that have been implemented. Will be building costs into the CE's but will be determining how to calculate that. Have also been putting together the content for the Chapter Leadership & Development session. Looking to design a certification program on leadership as well.	VP Professional Development
9:15 a.m	XIII.	Communications Report Kristie reported that the CAHU website is revamped. Will be doing a "sneak peek" at the Convention. Still working on Member Spotlight. Trying to determine how to reduce the communication clutter in regards to emails. Will be asking local chairs to promote the Annual Convention.	VP Communications
9:20 a.m	XIV.	Awards Report Pat noted that the awards would be delivered at Convention.	Awards Chair
9:25 a.m	XV.	Medicare Advisory Group Report Craig gave report – the Medicare meetings to date have been very successful. Noted that there is a lot of need for the Medicare trainings but may want to structure them as shorter than a full event. GA's are not mentioning CAHU, asked board to encourage GA's to mention CAHU. Discussed member recruitment and the need for diversity when speaking to groups, particularly in Medicare. Bruce is working on completing name change and a short video.	Medicare Chairs
9:30 a.m	XVI.	Vanguard Council Report Sean not on call	Vanguard Chair
9:35 a.m	XVII.	CAHU Foundation Report Foundation is still working on fundraising. Founding member renewal is close and will be communicating with them. Will have table at the Convention.	VP Community Outreach
9:40 a.m	XVIII.	Local Chapter Reports (3 minutes each) <ul style="list-style-type: none">• VCAHU – Tim reported that two confirmed for Convention, may be another two. Had chapter meeting on 4th quarter readiness, had one membership sign up, meeting was well attended. Next meeting is ethics course for 3 CE credits. Will be making more videos to promote meetings.• SBAHU – Have one confirmed for Convention, working on adding a second. Had first meeting of fiscal year, well attended (small group panel).• SDAHU – Stacey noted that there are three registered for Convention, first meeting is Thursday and will be pitching the Convention then.• SAHU – Josh reported that they have Neil Crosby coming in to do single payer updates, working on a casino/cornhole tournament. Have two people registered to go to Convention.	Chapter Presidents

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- OCAHU – not sure about Convention registration. Had CE day, had good attendance. Doing a Monday night football event and a luncheon in October.
- NVAHU – Dan noted they set a date for their CE date for 2020 (April 29 & 30). Working on website updates. Planning on doing a new member contest to send new members to NAHU Convention in
- LAAHU – Brian reported. Does not have a count for Convention yet, board meeting this week. Combining member meeting and board meeting to one day. Noted that the Medicare summit went well.
- IEAHU - Ashley reported that have 9 new members from senior summit. Has 4 board members attending the summit. Pushing all chairs to recruit committee members this year. Had lunch meeting last week that went well.
- GGAHU – Had board meeting last week, has 4 attendees going to Convention. Have an event coming up this Thursday – meditatio and yoga wellness CE. Planning for the year, will likely have a holiday function and then start to plan for 2020. Looking to do 4 smaller events in lieu of 2 big ones.
- DCAHU – Jean reported that they are sold out for their Medicare Summit. Have one new member, one confirmed for Annual Convention.

- 10:20 a.m. XIX. Women’s Leadership Summit Update Cerrina Jensen
 Planning is coming along. Have keynote speakers lined up, registration is at 20 right now. Will be running a special promotion at the Convention. Partnership packages are out now, and will begin sending out email blasts to people after Convention concludes. Brian asked if speakers were still being sought – three themes, business leadership, health & wellness, and personal empowerment. Will have different formats for speakers as well.
- 10:25 a.m. XX. Executive Director Report Kimi Shigetani
 Kimi reported that the website is up and that people can log in to the member only section if they wanted to. Will be sending out link to register for the Chapter Leadership session, or people can email Kimi directly.
- 10:28 a.m. XXI. Old Business
 No old business
- 10:30 a.m. XXII. New Business
 No new business

Motion to adjourn meeting from Craig, Sue seconded. Ayes carry. Adjourned at 9:45 am.

2019-2020 Board of Directors Meetings and Events

Date	Event	Location	Time
September 17, 2019	Board Meeting	Conference Call	8 am - 10:30 am
October 3, 2019	Board Meeting	Costa Mesa	10 am – 2 pm
October 3-5, 2019	CAHU Annual Convention	Costa Mesa	
November 19, 2019	Board Meeting	Conference Call	8 am - 10:30 am
December 17, 2019	Board Meeting	Conference Call	8 am - 10:30 am

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January 21, 2020	Board Meeting	Sacramento	10 am - 3:30 pm
February 18, 2020	Board Meeting	Conference Call	8 am - 10:30 am
February 24-26, 2020	NAHU CapCon	Washington DC	
March 17, 2020	Board Meeting	Conference Call	8 am - 10:30 am
March 23-25, 2020	Women's Leadership Summit	Las Vegas	
April 21, 2020	Board Meeting	Conference Call	8 am - 10:30 am
May 11, 2020	Board Meeting	Sacramento	1 pm - 5 pm
May 12-13, 2020	Capitol Summit	Sacramento	
June 16, 2020	Board Meeting	Conference Call	8 am - 10:30 am
June 27 - June 30, 2020	NAHU Annual Convention	Chicago	

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Board Meeting Sign In Sheet: September 17th, 8 am to 10:30 am
Location: Conference Call

Executive Board	Title	INITIAL				
Bruce Benton	President	X				
Maggie Stedt	President-Elect	X				
Dave Fear Jr	Immediate Past President	X	Quorum: 19			
Cathy Little	VP Finance	X				
Jim Morrison	VP Legislation	X				
Korey Platt	VP Membership					
Cerrina Jensen	VP Professional Development	X				
Sue Wakamoto Lee	VP PAC	X				
Brad Davis	VP Public Affairs	X				
Yolanda Webb	VP Corporate Relations	X				
Kristie Scavarda	VP Communications	X				
Dawn McFarland	VP Community Outreach	X				
President or Voting Member (Sub)					President-Elect or Voting Member	INITIAL
Tess Phillips	President CCAHU				Mary Fluegel	
Jean Chariton	President DCAHU	X				
Kenneth Coker	President GGAHU	X	Rick Coburn			
Ashley Ingram	President IEAHU	X	David Dutchover	X		
Brian Sullivan	President LAAHU	X	Peter Seibold	X		
Vanessa Ignacio Pam Morton	President NCAHU	X				
Dan Furtado	President NVAHU	X	Leanne Chrisman			
MaryAnna Trutanich	President OCAHU	X	Joann Vernon	X		
Josh Keller	President SAHU	X	Alexis DeVorss			
Stacy Moskowitz	President SDAHU	X	Sean Greene			
Laura Murphy	President SBAHU	X	Vacant			
Nick Jauhal	President SVAHU	X				
Tim Kanter	President VCAHU	X				

STAFF:
 Mike Belote
 Jennifer Blevins
 Faith Borges X
 Kimi Shigetani X

COMMITTEE CHAIRS:
 Pat Stiffler, Awards X
 Helen Ornellas, & Craig Gussin X, Medicare
 Sean Greene, Vanguard

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AGENDA

Meeting Description: CAHU Board of Directors

Date and Time: October 3, 2019 10:00 am to 2 p.m.

Location: Balboa Bay Room, Hilton Costa Mesa, 3050 Bristol St, Costa Mesa CA



Requests to add agenda items may be presented under item II.

- 10:00 am I. Welcome, Call to Order, Antitrust Reminder President *Page 2*
[Link to NAHU Board Orientation on Governance](#)
Called to order at 10:14 am
- II. Approval of Agenda of October 3, 2019 President
Motion to approve agenda Dave Fear Jr, Seconded by Craig Gussin. Ayes carry.
- III. Approval of Minutes of September 17, 2019 President *Page 3*
Brian moved to approve minutes, Dave Fear Jr seconded, ayes carry
- 10:05 a.m. IV. President's Report President
Bruce discussed the work done on the Convention, and the issue of attendance. Discussed the issue of declining membership, and other factors impacting the registration rates. Noted that the Chapter Leadership & Development session would follow the board meeting, and was being led by Cerrina Jensen and designed to help chapters develop their leaders. Bruce noted that he was disappointed that the enthusiasm level from chapters seemed low in regards to attendance. Discussed the efforts made in regards to planning, programming and sponsorships.
- Board discussed marketing, having discussions with agencies about what works and what does not work. Mailers and expanding marketing. Also what the value to the agent is – what drives agents to come to an event like this. Discussed marketing and the value of building relationships with agencies and agents.
- 10:20 a.m. V. President Elect Report President Elect
Maggie discussed current Medicare issues – NAHU is in discussions with HHS and the White House. Changes to Medicare website means that the data is flawed and that the agents are having difficulty processing enrollments. NAHU is working on resolving issues or at least extending open enrollment. SB 407 is also an issue.
- Also noted that she is reaching out to all chapter presidents to assess current needs and will be working with President Elects as well.
- 10:25 a.m. VI. Financial Report VP Finance *Page 10*
Cathy reviewed the year end financials. Expected a loss of \$34,000, but ended year with a loss of \$12,295. Not ideal but better than anticipated. Areas of focus (that were over budget) include credit card fees and travel and lodging. Motion to accept the year end financials by Jim, second by Sue. Question – how much is in reserves? \$161,697 is in Charles Schwab, including the checking account total is \$280,000. No additional discussion. Ayes carry.
- 10:35 a.m. VII. Legislation Report VP Legislation *Page 19*
Jim reported on federal level regarding various bills, temporary federal funding at the

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Updated: 3/25/2020

moment. No movement on Cadillac Tax or HIT tax. Looking at the end of year package for any changes. Looking at Medicare issues as well, looking at 6 month transition. Hospital pricing rules go into effect January 1, 2020. All pricing data must be published, final component still in flux – may be delayed. Texas case regarding overturning of ACA is still working through. HSA and FSA combination proposal also on the table. HR 3 regarding prescription drugs is still on table – top 100-150 prescription drugs would be tied to international pricing index. Similar to a administration proposal.

State review – Governor has not signed bills on desk yet. Priority bill report – enrolled means it is on Governors desk, chaptered means it has been signed. Most of the bills CAHU was watching were included in budget bill. AB 5 was signed by Governor. Ballot initiatives are next step in regards to those who want exclusions under AB 5. Covered California – CAHU has given significant input on how to handle the ministry sharing plans. CAHU has worked to have Covered CA move to disclosure as opposed to prohibiting agents from signing up individuals who wanted to participate in ministry plans. Jim and Faith have reviewed disclosure and submitted questions and changes. Also asked for a online avenue as opposed to just paper. Action will likely take place in December at the Covered CA board meeting. Jim noted they also discussed agent compensation, and Covered CA is looking at setting a floor for commissions.

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| 10:50 a.m | VIII. | PAC Report | VP PAC |
| | | Sue noted that the new swipers are available, and that the new administrator was working. Asked everyone to please put their new information in the link provided. | |
| 10:55 a.m | IX. | Public Affairs Report | VP Public Affairs |
| | | Bruce discussed the need for public affairs and communication volunteers, as well as the role of other Vice Presidents, including Professional Development. Discussed media relations and media lists. Lists are available from NAHU, but the lists need to be updated, and the role of the Public Affairs professional. | |
| 11:00 a.m | X. | Corporate Affairs Report | VP Corporate Affairs |
| | | Yolanda noted that she will be making changes to the Corporate Affairs strategy. She will be providing a full report later about contacts. Bruce suggested that the way that sponsorships/partnerships are created and described can be confusing. Also suggested that an infographic be created to explain what the funds do and how it supports CAHU. | |
| 11:05 a.m | XI. | Membership Report | VP Membership |
| | | Korey noted that the main focus has been on the Convention. Noted that Kimi had put together a 14 month look at membership retention across chapters. Every chapter but one as lost members. Net was lost of 218 members. Korey noted that retention is critical and need to focus on putting a retention plan in place. Hoping to roll out plan in January. NAHU will be renaming “retention” to “member experience”. Korey discussed some ideas about changing the way we recognize members. Brian noted that the focus may not be on retention as anecdotal evidence has shown that many of those leaving are due to retirements. Should focus on growth. Discussion about why members leave. | |

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| 11:10 a.m | XII. | Professional Development Report | VP Professional Development |
| | | Cerrina reported that she is working on a new initiative around credentialing or certification to help create distinction. Stressed importance of the leadership training following the board meeting. The NAHU Chapter Leadership committee has a new group on LinkedIn. Kimi will email the link to the board. | |
| 11:15 a.m | XIII. | Communications Report | VP Communications |
| | | Kristie reported that the CAHU website has been revamped. The member only site is under construction. Kristie recognized the effort of the chapters in promoting the Convention. Also working on Member Spotlight. | |
| 11:20 a.m | XIV. | Awards Report | Awards Chair |
| | | Awards will be presented tomorrow at lunch. Pat noted that NAHU is changing some of the awards criteria. | |
| 11:25 a.m | XV. | Medicare Advisory Group Report | Medicare Chairs |
| 11:30 a.m | XVI. | Vanguard Council Report | Vanguard Chair |
| 11:35 a.m | XVII. | CAHU Foundation Report | VP Community Outreach |
| | | Dawn is recruiting for two new board members. Ideally those who can help fundraise or help with presence of Foundation in community. Working on videos and education for community. | |
| 11:40 a.m | XVIII. | Local Chapter Reports (3 minutes each) | Chapter Presidents |
| | | Tabled | |
| BREAK FOR LUNCH | | | |
| 12:20 p.m. | XIX. | Women's Leadership Summit Update | Cerrina Jensen |
| | | 2020 Women's Leadership Summit is on the calendar. Cerrina noted that there is a special promotion – if you are not registered, and you register while here, you may get a free registration (will do drawing after the Convention). Men are welcome to attend Summit. | |
| 1:00 p.m. | XX. | Strategic Plan Updates | President |
| | | Discussed the issue with engagement – Bruce noted that he was not getting replies to his emails about issues. Keeping members engaged overall has been difficult. Cerrina noted that sometimes there are factors within the local associations leadership that can lead to gaps in engagement. GGAHU discussed leadership issues as well. LAAHU noted that meetings have been moved back to Skirball Center – trying to move from breakfast to a lunch. Traffic in LA is always a challenge. Brian noted that controversial characters draw people to a meeting. Tim noted that re-focusing the retention efforts to including hospitality for new members. Has stickers on name badges to identify non members. Tim has been doing videos to promote meetings. Bruce noted that the DOI list will be split by chapters and lists sent to each chapter. Vanessa reported that she has a President Elect (Pam Morton), and had a successful CE symposium. Tess noted that they are doing a lunch around new and controversial topics and received a great response. Jean reported that they did a Medicare event and made over \$1,000 with the raffles. Event went well. Next meeting is planned – online enrollment technology. Stacy reported that SDAHU is doing well – did a happy hour meeting that | |

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went well. Medicare Expo – gave new members free lunch at the next meeting. Every time someone enrolls they give a free lunch. Taco Tuesday – coming up in November. Generally produces a mix of people. Chapter pays for tacos and alcohol, cost is about \$2,800. Working on getting a broad mix of people. Laura noted that with Santa Barbara, the leadership is burned out – difficulty engaging members to be in leadership roles. Ashley noted that engaging members is difficult, member feedback is that there is no new things or different things happening. Next CE summit is already being planned. MaryAnna reported for OCAHU – 10 new members from Medicare Summit and 2 new members from the CE day. MaryAnna sends out welcome email to all new members. Having an event at a billiards place and will be raffling off football tickets to benefit PAC.

1:55 p.m. XXII. New Business

2019-2020 Board of Directors Meetings and Events

Date	Event	Location	Time
October 3, 2019	Board Meeting	Costa Mesa	10 am – 2 pm
October 3-5, 2019	CAHU Annual Convention	Costa Mesa	
November 19, 2019	Board Meeting	Conference Call	8 am - 10:30 am
December 17, 2019	Board Meeting	Conference Call	8 am - 10:30 am
January 21, 2020	Board Meeting	Sacramento	10 am - 3:30 pm
February 18, 2020	Board Meeting	Conference Call	8 am - 10:30 am
February 24-26, 2020	NAHU CapCon	Washington DC	
March 17, 2020	Board Meeting	Conference Call	8 am - 10:30 am
March 25-27, 2020	Women's Leadership Summit	Las Vegas	
April 21, 2020	Board Meeting	Conference Call	8 am - 10:30 am
May 11, 2020	Board Meeting	Sacramento	1 pm - 5 pm
May 12-13, 2020	Capitol Summit	Sacramento	
June 16, 2020	Board Meeting	Conference Call	8 am - 10:30 am
June 27 - June 30, 2020	NAHU Annual Convention	Chicago	

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Board Meeting Sign In Sheet: October 3rd, 10 am to 2 pm

Location: Balboa Bay room, Hilton Costa Mesa, 3050 Bristol St, Costa Mesa CA

Executive Board	Title	INITIAL		
Bruce Benton	President			
Maggie Stedt	President-Elect			
Dave Fear Jr	Immediate Past President			
Cathy Little	VP Finance			
Jim Morrison	VP Legislation			
Korey Platt	VP Membership			
Cerrina Jensen	VP Professional Development			
Sue Wakamoto Lee	VP PAC			
Brad Davis	VP Public Affairs			
Yolanda Webb	VP Corporate Relations			
Kristie Scavarda	VP Communications			
Dawn McFarland	VP Community Outreach			
President or Voting Member (Sub)			President-Elect or Voting Member	INITIAL
Tess Phillips	President CCAHU		Mary Fluegel	
Jean Chariton	President DCAHU			
Kenneth Coker	President GGAHU		Rick Coburn	
Ashley Ingram	President IEAHU		David Dutchover	
Brian Sullivan	President LAAHU		Peter Seibold	
Vanessa Ignacio	President NCAHU			
Dan Furtado	President NVAHU		Leanne Chrisman	
MaryAnna Trutanich	President OCAHU		Joann Vernon	
Josh Keller	President SAHU		Alexis DeVorss	
Stacy Moskowitz	President SDAHU		Sean Greene	
Laura Murphy	President SBAHU		Vacant	
Nick Jauhal	President SVAHU			
Tim Kanter	President VCAHU			

Quorum: 19

STAFF:
 Mike Belote
 Jennifer Blevins
 Faith Borges
 Kimi Shigetani

COMMITTEE CHAIRS:
 Pat Stiffler, Awards
 Helen Ornellas, & Craig Gussin, Medicare
 Sean Greene, Vanguard

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AGENDA

Meeting Description: CAHU Board of Directors

Date and Time: November 19, 2019 8:00 am to 10:30 am

Location: Conference Call



Requests to add agenda items may be presented under item II.

- | | | | | |
|-----------|------|---|-----------------|---------|
| 8:00 am | I. | Welcome, Call to Order, Antitrust Reminder
Link to NAHU Board Orientation on Governance
Called to order at 8:02 am | President | Page 3 |
| | II. | Approval of Agenda of November 19, 2019
Brad moved to approve agenda, Yolanda seconded, no discussion, ayes carry. | President | |
| | III. | Approval of Minutes of October 3, 2019
Brian moved to accept minutes, Rick seconded, no discussion, ayes carry. | President | Page 4 |
| 8:05 a.m. | IV. | President's Report <ul style="list-style-type: none">Annual Convention Survey Information – Bruce discussed the event and what may be changed for next year.Patrick Burns is seeking a nomination for Region 8 VP as he is seeking re-election. Patrick noted that he is working on several projects he would like to see through in the next two years. Korey moved to nominate Patrick for NAHU Region 8 VP. Rick seconded. Yolanda asked about Region 8 training, and Patrick discussed the upcoming changes. Motion passed.Bruce discussed his upcoming focus on membership, retention, and raising funds through Corporate Affairs. Also noted that Craig is going to be working on public facing issues regarding media and chapters. | President | Page 9 |
| 8:20 a.m. | V. | President Elect Report
Maggie discussed the focus on membership, and asked members to think about what role they might be interested in for the next year. | President Elect | |
| 8:25 a.m. | VI. | Financial Report
Review of Finance Report – Cathy submitted financial report this morning. Will be sent to board as part of minutes next month. Cathy reviewed the current financials, and noted that there is uncollected revenue in regards to sponsorships that is reported on the financials. Updated the financials to reflect uncollected income in sponsorships. Noted that the Annual Convention was likely going to make money but are waiting for expenses to come in. Will have AC P&L in December. Motion to accept the financial report and financials – Jean Chariton, Maggie seconded. Discussion – Brad explained accrual accounting. Bruce noted that the revenue received from annual partners. Rick noted that Cathy should be commended on doing an exceptional job on the financials. Ayes carry. | VP Finance | Page 28 |
| 8:35 a.m. | VII. | Legislation Report
Jim noted that the federal administration is continuing to push for pricing, hospitals are pushing back. Lawsuit to limit the growth of association healthplans. Colorado is rolling out a public option and is being closely watched. No movement on cadillac or hit tax repeals. Medicare 2.0 plan finder has been rolled out and CAHU and NAHU have been making comments. | Faith Borges | Page 35 |

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Updated: 3/25/2020

California legislature has adjourned for the year. Faith noted that all the California updates have been reviewed. AB 5 was a huge victory, owner operator truck companies have the most issues. Air ambulance bill passed, AB 824 passed, AB 1309 passed, SB 407 passed. Bill relating to Flexible Spending Accounts came up later in the year – only went through labor committee, had no support and no opposition. Asked author if online notifications could be included and that was accepted and put into omnibus bills for clean up purposes. Covered California – still clarifying policies around health care sharing plans (faith based/ministry plans). Jim noted that there were some items that they are working through as some of them appear to be over reaching. Faith asked whether the commission numbers were accurate in the report – they appear to be relatively accurate. Faith noted that there did appear to be some clean up, and asked the board for comments to submit to Covered California in regards to these topics.

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| 8:50 a.m | VIII. | PAC Report
Sue asked Kimi to report the numbers of contributors. About a third of the total contributors have moved over, but there are a significant number of people who have not moved over. Will be sending list out to local PAC chairs and chapter presidents to have them assist in reaching out to members who need to update their information. Brad asked about one time donations and swipers for the chapters. | VP PAC |
| 8:55 a.m | IX. | Public Affairs Report
Brad noted that there was not a report for this month. Has been working with Dennis Carlson, but will not be submitting a proposal. Brad is going to be working on getting a proposal from other sources. | VP Public Affairs |
| 9:00 a.m | X. | Corporate Affairs Report
Yolanda has developed two letters, one is for higher end partners and the other letter can be sent out to members as a template. Will send them to Bruce for review. | VP Corporate Affairs |
| 9:05 a.m | XI. | Membership Report
Korey noted that they will be moving into the focus group framework, so did not have a meeting in November. Would like as many participants as possible to move the needle forward in regards to recruiting new members and retention. | VP Membership |
| 9:10 a.m | XII. | Professional Development Report
Cerrina reported that she is working on renewing existing courses. Department of Insurance has moved to a new system to manage the courses and participants. Noted that there is now a fee for submitting participant names. Local chapters that use a CAHU CE course will need to pay to cover that fee – not set in stone yet but policy in progress. Also working on a certification for members. | VP Professional Development |
| 9:15 a.m | XIII. | Communications Report
No report | VP Communications |
| 9:20 a.m | XIV. | Awards Report
No report | Awards Chair |
| 9:25 a.m | XV. | Medicare Advisory Group Report | Medicare Chairs |

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Gearing up for January. Encouraged chapter presidents to put together a Medicare meeting.

- 9:30 a.m. XVI. Vanguard Council Report Vanguard Chair
Sean reported that they will be doing a competition with teams around updating to the new PAC system.
- 9:35 a.m. XVII. CAHU Foundation Report VP Community Outreach
Developing a campaign for the Day of Giving on December 3. Noted that you can choose the Foundation through Amazon Smile and a small percentage goes to the Foundation.
- 9:40 a.m. XVIII. Local Chapter Reports (3 minutes each) Chapter Presidents
CCAHU – not on call
DCAHU – Jean reported that she will be doing a charity drive as an event, and will work on PAC contributions. Jim will be speaking this month to do a legislative presentation. Chapter is doing well.
GGAHU – Kenneth reported that he has been off the grid for a bit, so the chapter has struggled the past few months resulting in a slower start. Will reconvene in January.
IEAHU – Ashley reported that the chapter had 156 members and no lapsed members for October. Vanguard is doing a happy hour event in late January/February. On track for March symposium. Registration is live. Working on other charitable events.
NVAHU – working on CE day for April 30. Dan is recruiting more members and also board members for next year.
OCAHU – Mary Anna reported that there was a PAC event last month, this month did a CE via webinar. Will be hosting holiday event in December, doing a happy hour supporting local charity. In January will be hosting Conrad Parker, and February will have annual business symposium where Faith is speaking.
SDAHU – Sean reported that membership numbers have been struggling. Next Tuesday is member appreciation event and hoping to add PAC donors.
SBAHU – quiet this quarter
SVAHU – Nick reported that they are quiet now, but next event is holiday party in December. Putting content together for new year.
VCAHU – Tim noted they have charity event next month, membership meeting will be related to that as well. Last board meeting decided that mailing list will be divided up and will be calling three agents per week to go through that list and do email follow up.
- 10:20 a.m. XIX. Women’s Leadership Summit Update Cerrina Jensen
Cerrina reported on the Summit progress – developing program and collateral materials. Received a large number of speaker requests, in process of confirming speakers and times. Partnerships are moving slower, but anticipate them picking up. Kimi will send sponsor deck out to the board and chapters to pass along as well. At 41 registered right now.
- 10:25 a.m. XX. Executive Director Report Kimi Shigetani
Kimi asked the board to please note when they receive the PAC lists for their chapters to work on.
- 10:28 a.m. XXI. Old Business

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None

10:30 a.m. XXII. New Business
Will discuss mid year strategic planning to happen in January.

Dave Fear Jr. moved to adjourn, Craig seconded. Ayes carry.

Meeting adjourned at 9:50 am.

2019-2020 Board of Directors Meetings and Events

Date	Event	Location	Time
November 19, 2019	Board Meeting	Conference Call	8 am - 10:30 am
December 17, 2019	Board Meeting	Conference Call	8 am - 10:30 am
January 21, 2020	Board Meeting	Sacramento – Sutter Medical Center, 2825 Capitol Avenue	10 am - 3:00 pm
February 18, 2020	Board Meeting	Conference Call	8 am - 10:30 am
February 24-26, 2020	NAHU CapCon	Washington DC	
March 17, 2020	Board Meeting	Conference Call	8 am - 10:30 am
March 23-25, 2020	Women's Leadership Summit	Las Vegas	
April 21, 2020	Board Meeting	Conference Call	8 am - 10:30 am
May 11, 2020	Board Meeting	Sacramento	1 pm - 5 pm
May 12-13, 2020	Capitol Summit	Sacramento	
June 16, 2020	Board Meeting	Conference Call	8 am - 10:30 am
June 27 - June 30, 2020	NAHU Annual Convention	Chicago	

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Board Meeting Sign In Sheet: November 19, 8 am to 10:30 am
Location: Conference Call

Executive Board	Title	INITIAL
Bruce Benton	President	X
Maggie Stedt	President-Elect	X
Dave Fear Jr	Immediate Past President	X
Cathy Little	VP Finance	X
Jim Morrison	VP Legislation	X
Korey Platt	VP Membership	X
Cerrina Jensen	VP Professional Development	X
Sue Wakamoto Lee	VP PAC	X
Brad Davis	VP Public Affairs	X
Yolanda Webb	VP Corporate Relations	X
Kristie Scavarda	VP Communications	X
Dawn McFarland	VP Community Outreach	X

Quorum: 19

President or Voting Member (Sub)			President-Elect or Voting Member	INITIAL
Tess Phillips	President CCAHU		Mary Fluegel	
Jean Chariton	President DCAHU	X		
Kenneth Coker	President GGAHU	X	Rick Coburn	X
Ashley Ingram	President IEAHU	X	David Dutchover	
Brian Sullivan	President LAAHU	X	Peter Seibold	
Vanessa Ignacio	President NCAHU			
Dan Furtado	President NVAHU	X	Leanne Chrisman	
MaryAnna Trutanich	President OCAHU	X	Joann Vernon	
Josh Keller	President SAHU		Alexis DeVorss	
Stacy Moskowitz	President SDAHU		Sean Greene	X
Laura Murphy	President SBAHU	X	Vacant	
Nick Jauhal	President SVAHU	X		
Tim Kanter	President VCAHU	X		

STAFF:
 Mike Belote
 Jennifer Blevins
 Faith Borges X
 Kimi Shigetani X

COMMITTEE CHAIRS:
 Pat Stiffler, Awards
 Helen Ornellas, & Craig Gussin X, Medicare
 Sean Greene X, Vanguard

Patrick Burns X

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AGENDA

Meeting Description: CAHU Board of Directors

Date and Time: December 17, 2019 8:00 am to 10:30 am

Location: Conference Call



Requests to add agenda items may be presented under item II.

- 8:00 am
- I. Welcome, Call to Order, Antitrust Reminder President *Page 3*
[Link to NAHU Board Orientation on Governance](#)
Called to order at 8:05 am.
- II. Approval of Agenda of December 17, 2019 President
Craig Gussin moved to approve, second by Maggie Stedt to approve agenda. Ayes carry.
- III. Approval of Minutes of November 19, 2019 President *Page 4*
Brian Sullivan moved to approve, Rick Coburn seconded. Ayes carry.
- IV. President's Report President *Page 9*
No significant news from NAHU. There have been some recent Operation Shouts regarding legislation. NAHU CapCon is coming up in February, and there will be a leadership forum prior to the start of that conference. Noted that retention and membership issues are a national issue as well as a local one. Bruce is focusing on these two issues for the next few months via the Membership council/committee. Will be working on Corporate Partners and media relations/public affairs as well.
- V. President Elect Report President Elect
Maggie noted that she and Bruce will be meeting next week to review mid year planning and assessment. Need to look at PAC and membership.
- VI. Financial Report VP Finance *Page 28*
 - Review of Finance Report
Cathy reviewed the financial report. Cathy noted the current balances, that there was an attrition fee associated with the Health Care Summit (still being negotiated). Targeted monthly income is slightly above target. Seeing downward trend in regards to membership income. Expenses are being managed well. October membership was 1826. Noted that for the Annual Convention, expenses exceeded budget, and income fell short. Hoping to use the data collected from this past year to influence the budget for the next year. Cathy noted that the fee structure for the event was important – registration should cover food and beverage expenses at a minimum. Discussed the profit & loss statement regarding the Annual Convention in October. Bruce and Dave noted that the board should have a discussion around the future of the fall event at the board meeting in January. Maggie and Bruce will also be discussing.

Brad moved to accept the financial report, Rick seconded. No discussion. Ayes carry.

VII. Legislation Report Faith Borges
Jim noted that there is mostly activity at the federal level. Legislation introduced to

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Updated: 3/25/2020

remove the HIT and Cadillac tax. Not a lot of prescription drug items in the same bill. Will also raise national age for smoking to 21.

State level items include Jiim and Faith producing a 2019 Legislative recap in January. Next conference is CapCon in DC. Will be holding meetings on that with chapters starting late January. Legislative Council will also begin to work on Capitol Summit planning, Jim is working on Bill Review. Faith reminded folks that legislature resumes January 6, and some two year bills may be revived. Governors budget is looking at 7 bn surplus, but will incorporate only 1 bn in ongoing costs. Will be seeing healthcare priorities coming out for Governor's budget. Unknown how he will respond.

Jim noted the DMHC issued final ruling on association health plans. Ruling indicated that individuals and groups need to be in the appropriate plans – not as a part of a larger bargaining group. Plans no longer written going forwards for smaller groups who would partner with larger groups via trusts to gain advantage in pricing. Kimi will distribute letter from DMHC to board for clarity. Maggie noted that there was a questionnaire that came from NAHU regarding Medicare website. Trying to get a new open enrollment period for Part D. Maggie asked chapters to make sure that they promote it for responses.

- VIII. PAC Report VP PAC
Kimi reported that the PAC is still working on getting everyone moved over to the new PAC system. There has been an issue with the old system not being turned off, and the PAC is working with the old administrator to resolve that.
- IX. Public Affairs Report VP Public Affairs *Page 19*
Brad reviewed the timeline of the dues increase and its purpose, and the description that was previously approved for a Public Affairs professional. Brad noted that the document for the Public Affairs Professional should be reviewed by the board. Brad noted that he had reached out to two individuals and one had declined and the other had put forward a proposal (attached). Viewed video produced in response to Prop 45. Brad discussed the proposal and the importance of having continuity of a professional to keep the messaging and the focus consistent. Cerrina noted that she would be vacating her position on the board if this contract was approved. Craig noted that there should be more than one proposal, and Maggie concurred. Brad noted that there was discussion to have a RFP released and results back to the board by the next meeting. Discussion around taking extra time to allow for other responses and the RFP process. Kimi noted that a typical RFP would allow for 4-6 weeks for proposals to be submitted.
- X. Corporate Affairs Report VP Corporate Affairs
Bruce gave report on behalf of Yolanda. Working on drilling down system for Corporate Partners.
- XI. Membership Report VP Membership
Korey noted that there will be another Membership Council meeting on January 10. Please share invitation to boards and anyone who is interested. Discussing putting out videos and developing a retention cheat sheet.
- XII. Professional Development Report VP Professional Development

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XIX. Women's Leadership Summit Update Cerrina Jensen
 Cerrina reported that the planning was coming along well. Over 50 registered, working on full advertising campaign to showcase speakers and schedule. Committee will be meeting weekly starting in January.

XX. Executive Director Report Kimi Shigetani
 Noted that the DOI separation list has been almost completed. Reminded board that the CAMS office will be closed December 23 and will re-open the 30th.

Dave Fear Jr noted that the Nominations committee will meet in January and will be opening nominations shortly after that meeting. Nominations must come from the chapters.

XXI. Old Business - none

XXII. New Businesss - none

Deave motioned to adjourn, Nick seconded. Meeting adjourned at 10:05 am

2019-2020 Board of Directors Meetings and Events

Date	Event	Location	Time
December 17, 2019	Board Meeting	Conference Call	8 am - 10:30 am
January 21, 2020	Board Meeting	Sacramento – Sutter Medical Center, 2825 Capitol Avenue	10 am - 3:00 pm
February 18, 2020	Board Meeting	Conference Call	8 am - 10:30 am
February 24-26, 2020	NAHU CapCon	Washington DC	
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March 23-25, 2020	Women's Leadership Summit	Las Vegas	
April 21, 2020	Board Meeting	Conference Call	8 am - 10:30 am
May 11, 2020	Board Meeting	Sacramento	1 pm - 5 pm
May 12-13, 2020	Capitol Summit	Sacramento	
June 16, 2020	Board Meeting	Conference Call	8 am - 10:30 am
June 27 - June 30, 2020	NAHU Annual Convention	Chicago	

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Board Meeting Sign In Sheet: December 17, 8 am to 10:30 am
Location: Conference Call

Executive Board	Title	INITIAL				
Bruce Benton	President	X				
Maggie Stedt	President-Elect	X				
Dave Fear Jr	Immediate Past President	X	Quorum: 19			
Cathy Little	VP Finance	X				
Jim Morrison	VP Legislation	X				
Korey Platt	VP Membership	X				
Cerrina Jensen	VP Professional Development	X				
Sue Wakamoto Lee	VP PAC	Abs				
Brad Davis	VP Public Affairs	X				
Yolanda Webb	VP Corporate Relations	Abs				
Kristie Scavarda	VP Communications	X				
Dawn McFarland	VP Community Outreach	X				
President or Voting Member (Sub)					President-Elect or Voting Member	INITIAL
Tess Phillips	President CCAHU				Mary Fluegel	
Jean Chariton	President DCAHU					
Kenneth Coker	President GGAHU	X	Rick Coburn	X		
Ashley Ingram	President IEAHU	X	David Dutchover			
Brian Sullivan	President LAAHU	X	Peter Seibold			
Vanessa Ignacio	President NCAHU	X	Pam Morton	X		
Dan Furtado	President NVAHU	X	Leanne Chrisman			
MaryAnna Trutanich	President OCAHU		Joann Vernon	X		
Josh Keller	President SAHU		Sam Siders	X		
Stacy Moskowitz	President SDAHU	X	Sean Greene			
Laura Murphy	President SBAHU	X	Vacant			
Nick Jauhal	President SVAHU	X				
Tim Kanter	President VCAHU	X				

STAFF:
 Mike Belote
 Jennifer Blevins
 Faith Borges X
 Kimi Shigetani X

COMMITTEE CHAIRS:
 Pat Stiffler X, Awards
 Helen Ornellas, & Craig Gussin X, Medicare
 Sean Greene, Vanguard

Patrick Burns

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AGENDA

Meeting Description: CAHU Board of Directors

Date and Time: January 21, 2020 10:00 am to 3 p.m.

Location: Sutter Medical Center



Requests to add agenda items may be presented under item II.

- 10:00 am I. Welcome, Call to Order, Antitrust Reminder President *Page 2*
[Link to NAHU Board Orientation on Governance](#)
Called to order at 10:17 am
Bruce reviewed the Antitrust reminder with the board and reminded them to view the NAHU video on governance.
- II. Approval of Agenda of January 21, 2020 President
Motion to approve today's agenda by Dawn, Corey seconded. Ayes carry.
- III. Approval of Minutes of December 17, 2019 President *Page 3*
Motion to approve minutes by Rick, Kristie seconded. No discussion. Ayes carry. Sue abstained.
- 10:05 a.m. IV. President's Report President
Bruce deferred his time to Patrick Burns. Patrick noted that Region 8 is down the most in terms of membership, and encouraged everyone to focus on membership and recruiting members for the balance of this year.
- 10:15 a.m. V. Immediate Past President's Report Immediate Past President
Dave Fear Jr reported that the Nominations committee met in December and encouraged all the chapters to nominate individuals for the CAHU board. Nomination needs to come from the chapter boards, an email from the chapter President will suffice. Need nominations in by March 25.
- 10:20 a.m. VI. President Elect Report President Elect
Maggie reported that she will be talking to all the chapters to make sure they are on track for strategic planning, and reminded everyone that there are a great deal of resources available. If there are any questions on awards, please make sure to check in with Pat. Encouraged everyone to run for office. Noted that chapters need to send in delegate names to Kimi by February 28.
- 10:25 a.m. VII. Financial Report VP Finance *Page 10*
Cathy reported the current financials for the board. Her report will be distributed to the board after the meeting, but Cathy reviewed the report verbally. Noted that there were two dues deposits in December as there was not one in November. The targeted monthly expenses and income are about on target, income is slightly below. NAHU dues deposits are trending downward generally. On track with expenses, membership has been dropping. HCS p/l had to be revised slightly as there was a sponsorship that was misallocated. Will include the updated HCS p/l with finance report after the meeting. Finance committee discussed donating to HUPAC at upcoming Capitol Conference in DC. Based on current finances, committee felt that a \$1,000 donation could be made. Sue moved that \$1,000 be donated to HUPAC, Brad seconded. Jim asked about the feasibility of this given the state of the budget. Cathy noted that we currently have an operating profit of about \$12,000. Patrick noted that the CAHU PAC

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Updated: 3/25/2020

is in need of funds as well. Bruce noted that the finance committee had discussed HUPAC as it was coming up, and that CAHU PAC was on the agenda for the committee to discuss as well. Ayes carry. Cathy moved to accept the financials, Sue seconded. Brad asked to discuss the HCS P/L and the fact that the event fell short of income. Maggie noted that the next HCS is up for discussion, looking at February 10 or 12. Asked board members to email Maggie if they are interested in serving on that committee. No further discussion, Ayes carry.

10:35 a.m. VIII. Legislation Report Faith Borges Page 19
Jim noted that on Federal side, there was a tax package approved that removed several taxes (HIT, Cadillac, Medical Device). ACA court battle is not being fast tracked per Supreme Court. Will be holding webinar on 1/28 at 2 pm on legislative recap for 2019. Jim noted that the chapters he has spoken at do not seem to be informed about legislative issues. Capitol Conference in DC in February, Jim is working on scheduling training calls for that event. Bill Review is being scheduled, tentative March 12 or 13. Looking at holding it in Napa, will have more details later. Capitol Summit May 11-13. Reviewed Governor Newsom's budget – introduced several proposals across various areas including mental health, homelessness, vaping.

Faith noted that the summary excerpts were included in the board packet. State budget is \$222 billion right now – expecting a surplus. Still waiting to see what tax revenue looks like in April, so May revise will determine actual amounts. Medi-Cal expansion for undocumented age 65 and over. Driving Healthy CA for All commission which should have recommendations in July. Focus on unified health care system with affordable, equitable and quality care. Both houses appointed, not many from the health care space. Will require federal conformity, so much may depend on November elections. Calling Med-Cal a public option, which is new. No carriers have left the market lately so participation is strong. Modest increase in enrollments. Biggest lift is contracting generic drug manufacturers to consolidate buying power by producing medications.

10:50 a.m IX. PAC Report VP PAC
Sue reported that the transition to the new administrator has been going well for the most part. Have dropped a number of members who have not moved to new administrator. Will be working with chapters to begin phone calls to members who need to move over. Patrick reviewed the financials. Noted that the issues with the old PayPal account have been resolved. Currently there is a gap between the giving plan and the amount coming into the PAC. Need to raise about \$100,000. Will be sending out a communication piece from the PAC to members as well. Faith noted that there is PAC CE in terms of education if chapters need help. Maggie noted that with the upcoming symposiums there is a opportunity to push the PAC and work at raising the funds. Bruce asked the PAC to send the support documents to the Chapters – Patrick and Sue noted that it should be out by the end of next week.

10:55 a.m X. Public Affairs Report VP Public Affairs
Brad reported on Public Affairs- reviewed the proposal from last months call. Received a proposal, but board had asked that it be done through an RFP process. Still working on the RFP and will be tackling this issue shortly.

Bruce noted that there are two issues with Public Affairs – one is that there is a need

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and a commitment was made to membership, but that there is a funding issue that also has to be addressed.

- 11:00 a.m XI. Corporate Affairs Report VP Corporate Affairs
Yolanda noted that she is working with sponsors to design packages that will benefit them. Working with vendors who are not the “usual” vendors such as Medicare carriers. Asked to put Yolanda’s contact information on the partnership model handouts. Brad asked that the updated matrix be sent to the board. Noted that one of the purposes of Corporate Affairs was also to be able to serve as a resource for members. Asked if we could survey members demographically of who we are (carriers, brokers, etc). Patrick noted that the new NAHU database should have that information. Kimi will reach out to NAHU to see if its available.
- 11:05 a.m XII. Membership Report VP Membership
Korey reported that membership calls have been open dialogue to brainstorm solutions to membership issues. Noted that membership tends to drop off after year 1 – working on whether sponsors can have a toolbox to help engage the new members. Also had a recommendation from VCAHU to create a piece to show employers the benefit of employee participation in CAHU. Videos are also being worked on – some retention focused and some chapter focused. Noted that DCAHU has a slideshow of membership benefits for the members. Also post names of members who have lapsed, who the board members are, etc. Brad noted that the public affairs professional also overlaps some of this.
- 11:10 a.m XIII. Professional Development Report VP Professional Development
Cerrina reported that there is an ad hoc committee working on a professional designation for members and non members. Work on this is moving slowly, but the structure and parameters are starting to solidify. Will include a variety of activities – workshops, events, courses, readings, etc. Also working with Channel Ready on educational platform.
- 11:15 a.m XIV. Communications Report VP Communications
Will be promoting events more, last week was Communications call. CAHU Website Update & Testing is in progress. Will be putting out an email to board to demo site and log in. Opportunity to give feedback, test system. Membership information on website, NAHU discounts, etc. Committee discussed newsletters, social media, events. Dawn asked if we could get monthly hit rate on web site traffic. Encouraged board to log in and send suggestions to Kristie.
- 11:20 a.m XV. Awards Report Awards Chair
Pat applied for Legislative Excellence Award. Did not apply for any individual awards. Will try to start earlier next year. Most chapters are up for certification in the spring, so will be sending out information to chapters.
- 11:25 a.m XVI. Medicare Advisory Group Report Medicare Chairs
Craig unable to join. Will be working with chapters on Medicare Summits. Helen has stepped back due to some personal issues, Craig has agreed to fill that gap.

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- 11:30 a.m. XVII. Vanguard Council Report Vanguard Chair
Working on Capitol Summit event at Flatstick pub.
- 11:35 a.m. XVIII. CAHU Foundation Report VP Community Outreach
Dawn reported that the board is working on engaging a firm who can do outreach and membership building. Fundraising to work on social determinants to healthcare.
- 11:40 a.m. XIX. Women's Leadership Summit Update Cerrina Jensen
WLS is shaping up to be amazing. Registrations are going well, sponsorships are going well as well. Korey has been working on a dynamic speaker lineup, 5 different keynotes on a variety of topics. Additional partnership opportunities added. Noted that there will be a Friends of WLS which will include a registration or a MARS Squad membership. VCAHU has offered two scholarships to WLS, encouraged other chapters to do the same.
- 11:45 a.m. BREAK FOR WORKING LUNCH
- 12:00 p.m. XX. Local Chapter Reports (3 minutes each) Chapter Presidents
SBAHU – Laura reported that the attendance was light at their first meeting, but Bruce did a great job at presenting. Board still has open positions, but not sure that CAHU can help in recruiting. Laura noted that a template slide show would be very helpful. CAHU can help support member experience by electronic distribution of templates.
- VCAHU – Tim reported that symposium is on social determinants to health, multiple speakers coming in to talk about risk factors and health care. Thinking about quarterly meetings or something similar. Will be using DOI list to cold call for new members. Inconsistent with committee reports. CAHU could provide resources/tools that could be used easily (plug and play). Tim noted that clear guidance is easiest.
- SVAHU – Nick noted that they have finished strategic planning. Have a staggered schedule of meetings for most of the year that seems to work for their chapter. Board has been together for two years and is working well. Still has open positions on board (President elect). Committee reports happen consistently. CAHU could provide more information on what is happening across the state.
- SDAHU – Jim noted that Business expo was January 16. Chapter meets monthly. Had photographer do head shots on site. Next event will be a PAC event (cornhole tournament). Doing Dancing with the Stars again this year on April 15. Challenges with DOI list. Focus on keeping it simple, fun. If the process is too complicated, its easier to not do it. Chapter thrives with doing things simply and to not complicate things. Chapter works the billed not paid list heavily, but its difficult with the data that comes from NAHU.
- SAHU – no leadership present. Dave Fear Jr reported that mid year retreat went well. Crab Feed at end of month. Tickets still moving, sponsorships sold out. Planning still going for Business Expo in April. Robust board, not sure how it looks for next year. Membership is an issue.
- OCAHU – Pat reported that they had a heavy showing for last meeting where Parker Conrad spoke. Business Development Summit after Cap Con. Considering client

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appreciation day in March. Golf tournament will be a charitable benefit. Chairs speak at every meeting and speaks. Board is fully engaged and developing future leaders. CAHU could promote other chapter events more. Retention is an area of challenge.

NVAHU – Dan reported that CE day is on April 30, having some difficulty engaging board members. Is hoping to use the DOI list to engage new members.

NCAHU- Dark since November, events happening in spring. Will be planning medicare event. Small board but working hard and engaged. Three people who want to be delegates and attend Cap Summit. Vanessa noted that people working to revitalizing the chapter, being low key, and focus on the relationships of the board members to create that sense of team. Hoping to entice others to join by seeing the positive relationships. Rick noted that the chapter when rebuilding was to not over-reach.

IEAHU – Ashley noted symposium coming up in March. New Vanguard chair working to engage younger people in chapter. Doing a happy hour at Lake Alice prior to symposium. Keynote for symposium is lined up. Working on getting new members through carriers. New member orientation is going well. Suggested doing a CAHU new member webinar to focus on what is happening statewide as well as chapters.

GGAHU – Rick noted that group going to food bank to volunteer, Leg update with Faith and Marcy, and Parker Conrad coming to talk as well. Two hour CE presentation in February. March is Medicare meeting. Starting to recruit officers for next year, 5 going to CapCon. Committee chairs report out every meeting. CAHU could work at sharing information from chapter to chapter. Minutes reflect what is discussed at meetings – chapters should consider what might work at their chapters. GGAHU has a chapter management committee that meets every Friday. Focus is on future planning for meetings and upcoming events.

12:45 p.m. XXII. Old Business – no old business

12:50 p.m. XXIII. New Business – no new business

Motion to adjourn from Tim, second by Korey. Adjourned at 1:42 pm

NOTE: Strategic Planning Update/Discussion will follow from 1 pm to 3 pm.

2019-2020 Board of Directors Meetings and Events

Date	Event	Location	Time
January 21, 2020	Board Meeting	Sacramento	10 am - 3:00 pm
February 18, 2020	Board Meeting	Conference Call	8 am - 10:30 am
February 24-26, 2020	NAHU CapCon	Washington DC	
March 17, 2020	Board Meeting	Conference Call	8 am - 10:30 am
March 25-27, 2020	Women's Leadership Summit	Las Vegas	
April 21, 2020	Board Meeting	Conference Call	8 am - 10:30 am
May 11, 2020	Board Meeting	Sacramento	1 pm - 5 pm
May 12-13, 2020	Capitol Summit	Sacramento	
June 16, 2020	Board Meeting	Conference Call	8 am - 10:30 am

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June 27 - June 30, 2020	NAHU Annual Convention	Chicago	
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Board Meeting Sign In Sheet: January 21, 2020 10 am to 3 pm
Location: Sutter Medical Center, 2825 Capitol Ave, Sacramento

Executive Board	Title	INITIAL				
Bruce Benton	President	X				
Maggie Stedt	President-Elect	X				
Dave Fear Jr	Immediate Past President	X	Quorum: 19			
Cathy Little	VP Finance	X				
Jim Morrison	VP Legislation	X				
Korey Platt	VP Membership	X				
Cerrina Jensen	VP Professional Development	X				
Sue Wakamoto Lee	VP PAC	X				
Brad Davis	VP Public Affairs	X				
Yolanda Webb	VP Corporate Relations	X				
Kristie Scavarda	VP Communications	X				
Dawn McFarland	VP Community Outreach	X				
President or Voting Member (Sub)					President-Elect or Voting Member	INITIAL
Tess Phillips	President CCAHU				Mary Fluegel	
Jean Chariton	President DCAHU					
Kenneth Coker Patrick Burns	President GGAHU	X	Rick Coburn	X		
Ashley Ingram	President IEAHU	X	David Dutchover			
Brian Sullivan	President LAAHU		Peter Seibold			
Vanessa Ignacio	President NCAHU	X	Pam Morton	X		
Dan Furtado	President NVAHU	X	Leanne Chrisman			
MaryAnna Trutanich	President OCAHU		Pat Stiffler	X		
Josh Keller	President SAHU		Sam Siders			
Stacy Moskowitz	President SDAHU		Sean Greene			
Laura Murphy	President SBAHU	X	Vacant			
Nick Jauhal	President SVAHU	X				
Tim Kanter	President VCAHU	X				

STAFF:
 Mike Belote
 Jennifer Blevins
 Faith Borges X
 Kimi Shigetani X

COMMITTEE CHAIRS:
 Pat Stiffler, Awards X
 Craig Gussin, Medicare
 Sean Greene, Vanguard

Patrick Burns, CAHU PAC X

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AGENDA

Meeting Description: CAHU Board of Directors

Date and Time: February 18, 2020 8:00 am to 10:30 am

Location: Conference Call



Requests to add agenda items may be presented under item II.

- 8:00 am I. Welcome, Call to Order, Antitrust Reminder President *Page 3*
[Link to NAHU Board Orientation on Governance](#)
Called to order at 8:07 am.
Roll Call taken. Bruce reminded board of Anti Trust.
- II. Approval of Agenda of February 18, 2020 President
Bruce asked board to move Cerrina's report earlier in the agenda to follow the legislation report. Korey moved to accept the agenda with changes, Craig seconded. Ayes carry.
- III. Approval of Minutes of January 21, 2020 President *Page 4*
No discussion around minutes, Maggie moved to approve, Mary Anna seconded. Ayes carry.
- 8:05 a.m. IV. President's Report President
Bruce reviewed that Bill Review was in March, and that NAHU CapCon was coming up next week. Nothing new to review from Region 8 calls. Bruce noted that the videos are still being worked on in regards to membership and retention, and that working on Corporate Affairs is next. Also noted that progress needs to be made with the PAC.
- 8:20 a.m. V. President Elect Report President Elect
Maggie reported that the Health Care Summit meeting was lively, and consensus was to hold the Summit for 2020 in first week of October, reduced to board meeting, reception and a one day Summit. Looking for venues in Burbank. Will be working on sponsorships, promotions and speakers.
- 8:25 a.m. VI. Immediate Past President Report Immediate Past President
• Nominations Committee Report *Page 11*
Bruce gave the report from the Nominations Committee as Dave was unable to be on the call. Deadline for nominations is March 25. Noted that if candidates need to be taken from the floor, Bruce was trying to determine a way to do that given bylaws requirement to serve on board for a year prior to running.
- 8:30 a.m. VII. Financial Report VP Finance *Page 12*
• Review of Finance Report
Cathy noted that the current assets are \$297,093. Right now the finances are doing well, registration for Women's Leadership Summit are a plus and are doing well. Income is on target, and expenses are trending low. Membership is at 1815. Bill Review will be in Napa on March 12. Cathy reminded board that CAHU pays for one representative from each chapter and the CAHU executive board. Others may attend but will need to cover their own expenses. Finance committee meets every month prior to board meeting, and will begin looking at developing the 2020-2021 budget next month. Finance committee discussed in December the CE filing fees going up.

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Updated: 3/25/2020

Cathy discussed the SirCon fees, and whether we should pass those fees on to chapters for the next fiscal year. Maggie noted that the board should pass a motion to alert the chapters. MaryAnna noted that adding \$1 per attendee was reasonable. Sue moved to accept financials, Yolanda seconded. No discussion, ayes carry. Cathy moved that for the 2020-2021 fiscal year, that CAHU charges \$1 per student per CE Course to cover the costs for filing with DOI. Cerrina seconded. Ayes carry, no opposition or abstention.

- 8:40 a.m. XIX. Women’s Leadership Summit Update & Professional Development Report Cerrina Jensen
Cerrina reported that the Summit has exceeded budgeted amounts for sponsorships. Asked anyone who had contacts in the vendor/shopping arena to please reach out to Kimi and Korey to help develop the experiences. MARS squad is still being developed. MARS Squad flyer will have QR code as well. Room block has been expanded. Added new bonus session ahead of Summit. Cerrina noted that there are two private scholarships available if some one is interested in that. Also asked for \$5 Starbucks cards donations. Cathy asked who to reach out to if they had vendor suggestions – Korey or Kimi.
- 8:50 a.m. VII. Legislation Report Faith Borges Page 21
Faith reminded everyone that Bill Review will be on March 12 at the Archer Hotel in Napa. Capitol Summit planning is underway – May 12 & 13. The Leg Council held a training call last Thursday to discuss the do’s and don’t’s for the NAHU Cap Con event. Would like the board to consider a bill that the Chamber of Commerce is considering for coalition signatures (AB 648). Concern about privacy of information in regards to wellness program participants. Overall the way the bill is written is very severe – may eliminate use of wellness programs. Faith noted that there was not a need to take a position today unless board felt strongly about it. Bruce asked the Leg Council to discuss on next call and bring to the board for a vote in March.
- 9:00 a.m. VIII. PAC Report VP PAC
Sue noted that we do not have updated financials today, but will have them prior to PAC call. EFundraising site has been updated to reflect the contribution amounts to reflect the different levels. Has Annual Contribution amount as well. Will have updated numbers in March. Patrick has been working on email blast. Will also be sending out missing contributions report to chapters to follow up on. Bruce noted that the CAHU Board will be making a \$1,000 contribution to HUPAC at Cap Con.
- 9:05 a.m. IX. Public Affairs Report VP Public Affairs
Bruce noted that there have been ongoing discussions around dues increase and the Public Affairs professional position. That is currently on the back burner because of the reduction in membership and resulting reduction in revenue. Having vendors quote on something that can not be implemented at this time is not ethical, so RFP process is on pause.
- 9:08 a.m. X. Corporate Affairs Report VP Corporate Affairs
Yolanda noted that she has been unable to connect with vendors due to illness.

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- 9:10 a.m XI. Membership Report VP Membership
Korey noted that NAHU has developed a way for members to keep longevity if they lapse by paying an additional \$50 fee. Working on videos with Bruce.
- 9:12 a.m XIII. Communications Report VP Communications
Kristie updated the board on the website call from the previous week. Went through the log in process, what will be members only information, what will be public. Will be promoting the CAHU website in email blasts.
- 9:13 a.m XIV. Awards Report Awards Chair
Pat was unable to attend call, but is working with local chapters on awards submissions and CAHU landmark award.
- 9:14 a.m XV. Medicare Advisory Group Report Medicare Chairs
Craig reported that there are several CE's around Medicare, vendors, and other items to help chapters. Suggested that chapters check the CAHU calendar to make sure they are not scheduling on top of each other.
- 9:17 a.m XVI. Vanguard Council Report Vanguard Chair
Sean reported that Spring Vanguard will be at the Flatstick pub and is working on partnerships. Will have a full taco bar, competitions, prizes and incorporate a PAC fundraiser as well.
- 9:18 a.m XVII. CAHU Foundation Report VP Community Outreach
Dawn reported that there is a marketing firm proposal on the agenda for the Foundation board to help kick off marketing campaign.
- 9:20 a.m XVIII. Local Chapter Reports (3 minutes each) Chapter Presidents
DCAHU – Jean reported that they are working Summit in May and are doing well so far. Have speakers and sponsors lined up as well.
GGAHU – Had January meeting and February meeting coming up. Symposium coming up in April. Will be planning a PAC fundraiser and a NAHU certification program for June. Board is working well.
IEAHU – Ashley reported that IEAHU received an award from one of their charity partners for their efforts. Vanguard event coming up March 6th, responses are good so far. Symposium is the following week. Single payer event on April 14th in conjunction with OCAHU.
NCAHU – Pam reported that the year has started off strong, upcoming event with Kaiser, social event planning for April and Medicare meeting in February.
NVAHU – Dan reported that they are putting together their CE day in April. Going to make a push for new membership.
OCAHU – Will be sending 13 members to DC next week. Broker development summit at end of February. Sold 13 of 15 sponsorships, and all exhibit spaces sold. CalSavers coming in March, sending 3 individualst to Bill Review. Annual golf tournament in April.
SAHU – Sam reported that professional development day in April was shaping up, crab feed in February went very well. Will be ramping up marketing for April event.
SDAHU – Stacy reported that Sales Expo just finished, got 5 new members. 9 new overall. Lunch meeting Thursday on ACA reporting, Friday is one of the PAC events. May will be dancing event, June is golf tournament and PAC event at Del Mar. PAC

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events raise varying amounts, but generally raise \$4,00-\$5,000.

SVAHU – Nick reported that CE sessions at meetings were going well. Golf tournament in May.

VCAHU – Tim working on symposium on social determinants on health care and other speakers for symposium.

- 9:38 a.m. XX. Executive Director Report Kimi Shigetani
Working with NVAHU on their CE day and other events.
- 9:39 a.m. XXI. Old Business
No old business
- 9:39 a.m. XXII. New Business
No new business

Adjourned at 9:40 am. Motion to adjourn from Craig, seonded by Mary Anna.

2019-2020 Board of Directors Meetings and Events

Date	Event	Location	Time
February 18, 2020	Board Meeting	Conference Call	8 am - 10:30 am
February 24-26, 2020	NAHU CapCon	Washington DC	
March 17, 2020	Board Meeting	Conference Call	8 am - 10:30 am
March 25-27, 2020	Women's Leadership Summit	Las Vegas	
April 21, 2020	Board Meeting	Conference Call	8 am - 10:30 am
May 11, 2020	Board Meeting	Sacramento	1 pm - 5 pm
May 12-13, 2020	Capitol Summit	Sacramento	
June 16, 2020	Board Meeting	Conference Call	8 am - 10:30 am
June 27 - June 30, 2020	NAHU Annual Convention	Chicago	

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Board Meeting Sign In Sheet: February 18th, 2020 8 am to 10:30 am
Location: Conference Call

Executive Board	Title	INITIAL				
Bruce Benton	President	X				
Maggie Stedt	President-Elect	X				
Dave Fear Jr	Immediate Past President	Abs	Quorum: 19			
Cathy Little	VP Finance	X				
Jim Morrison	VP Legislation	Abs				
Korey Platt	VP Membership	X				
Cerrina Jensen	VP Professional Development	X				
Sue Wakamoto Lee	VP PAC	X				
Brad Davis	VP Public Affairs	Abs				
Yolanda Webb	VP Corporate Relations	X				
Kristie Scavarda	VP Communications	X				
Dawn McFarland	VP Community Outreach	X				
President or Voting Member (Sub)					President-Elect or Voting Member	INITIAL
Tess Phillips	President CCAHU				Mary Fluegel	
Jean Chariton	President DCAHU	X				
Kenneth Coker	President GGAHU		Rick Coburn	X		
Ashley Ingram	President IEAHU	X	David Dutchover	X		
Brian Sullivan	President LAAHU	X	Peter Seibold	X		
Vanessa Ignacio	President NCAHU	X	Pam Morton	X		
Dan Furtado	President NVAHU	X	Leanne Chrisman			
MaryAnna Trutanich	President OCAHU	X	Pat Stiffler			
Josh Keller	President SAHU		Sam Siders	X		
Stacy Moskowitz	President SDAHU	X	Sean Greene	X		
Laura Murphy	President SBAHU	Abs	Vacant			
Nick Jauhal	President SVAHU	X				
Tim Kanter	President VCAHU	X				

STAFF:
 Mike Belote
 Jennifer Blevins
 Faith Borges
 Kimi Shigetani

COMMITTEE CHAIRS:
 Pat Stiffler, Awards
 Craig Gussin, Medicare X
 Sean Greene, Vanguard

Patrick Burns, CAHU PAC

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AGENDA

Meeting Description: CAHU Board of Directors

Date and Time: March 17, 2020 8:00 am to 10:30 am

Location: Conference Call



Requests to add agenda items may be presented under item II.

- 8:00 am I. Welcome, Call to Order, Antitrust Reminder President *Page 3*
[Link to NAHU Board Orientation on Governance](#)
Called to order at 8:05 am.
- II. Approval of Agenda of March 17, 2020 President
Sue moved to approve agenda, seconded by Yolanda. Call for discussion, none. Ayes carry.
- III. Approval of Minutes of February 18, 2020 President *Page 4*
Motion to approve February minutes by Brian, seconded by Dawn. Call for discussion – Sue noted there is a typo on page 2 “discussion” is misspelled. Move to approve with correction – ayes carry.
- 8:05 a.m. IV. President’s Report President
Bruce reported that NAHU had sent out communications on COVID-19 and are postponing all meetings, encouraged chapters to do the same. Waiting for additional information regarding the Annual Convention, right now it is still taking place. Looking into legal guidance about electronic voting in lieu of House of Delegates, and into having bylaws reviewed by counsel. Women’s Leadership Summit was postponed. Bruce has been working on corporate affairs, sent letter next week and is working on videos for other areas of the association.
- 8:20 a.m. V. President Elect Report President Elect
Maggie reminded chapters moving meetings to make sure that boards vote and approve the movement of the meeting. Senior Summit has an agreement form between chapters who participate – suggested that chapters join together to rebook events if all are moving to a short time frame. Strategic planning will be in July – face to face on July 21st in Sacramento. Noted that the pool was good, looking for nominations VP. Bruce asked chapters to send dates of rescheduled events to Kimi.
- 8:25 a.m. VI. Immediate Past President Report Immediate Past President
• Nominations Committee Report *Page 9*
Bruce delivered Nominations Committee report. Reviewed current nominations, noted that there have been changes. Corey’s nomination for VP membership was withdrawn, is now running for President Elect. Reviewed the balance of report. Kimi noted that Ashley Ingram was nominated for VP PAC, and Yolanda Webb was nominated for VP of Corporate Affairs.
- 8:30 a.m. VII. Financial Report VP Finance *Page 11*
• Review of Finance Report
Cathy reviewed her financial report. Liquid assets are up, need to discuss the impact on budget for moving Women’s Leadership Summit. Will revise current year budget. Income was above target for February. Membership has been dropping, expects COVID-19 to impact event attendance. Motion to accept the financial report – Maggie

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Updated: 3/25/2020

moved, Brian seconded. Call for discussion, none, ayes carry.

- 8:40 a.m. VII. Bill Review & Legislation Update VP Legislation *Page 20*
Jim noted that Bill Review was last week in Napa. Reviewed 30 plus bills that are listed in packet. Clarified process – will give overview of bills and noted that bills were fluid and could be amended. Board will discuss any and then vote on positions at once. Jim reviewed all the positions and summary of bills. Brian moved to approve all positions, Mary Anna seconded. Bruce called for discussion. No discussion, Ayes carry. No oppose or abstentions.
- Faith noted that the legislature adjourned early for spring recess and will be out until April 13th. Faith will be working on lobbying positions.
- Jim noted that the CDC recommendation to move meetings for the next 8 weeks meant a move for Capitol Summit. Looking at June 14-16.
- 8:50 a.m VIII. PAC Report VP PAC
Sue noted that there is about \$55,000 in PAC account, still working on catching up from changing administrators. Will be sharing list with local PAC chairs. Will be working on presentations for local chairs.
- 8:55 a.m IX. Public Affairs Report VP Public Affairs
Brad has been working on reaching out to candidates for next year, and will be looking at bills to see if there is a role for one page information sheets, etc.
- 9:00 a.m X. Corporate Affairs Report VP Corporate Affairs
Yolanda reported that the sales symposium last week for IEAHU went well, and had an opportunity to talk to carriers on Medicare side about potential partners.
- 9:05 a.m XI. Membership Report VP Membership
Will be meeting with Bruce and Dawn to work on filming commercials. Got power point out to chapters to use for meetings.
- 9:10 a.m XII. Professional Development Report VP Professional Development
Cerrina reported that Women's Leadership Summit was moved to August. Reviewed the details of the process and some of the difficulty presented by the hotel. Cerrina noted that people should cancel hotel reservations. Cathy asked about the potential of fees. Cerrina moved to approve to move the event, Yolanda seconded. Brad noted that there was a financial impact. Bruce re-stated the motion to move the event to August 5-7, 2020, and will also move the budget (both expenses and income) to the next fiscal year. Cerrina accepted friendly amendment, Yolanda approved as well. Discussion about finances, Kimi noted that both expenses and income will be moved to the next fiscal year budget according to GAAP. Brad asked that the finance committee update the budget for the next month. Bruce called for vote – ayes carry, no opposition or abstentions.
- 9:15 a.m XIII. Communications Report VP Communications
Kristie noted that the local chapters have done a great job of communicating changes. Will be working with them to make sure all dates are made public for anything that was rescheduled.

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- 9:20 a.m XIV. Awards Report Awards Chair
Pat noted that awards are due April 6. Certifications are also due in May.
- 9:25 a.m XV. Medicare Advisory Group Report Medicare Chairs
Craig reported that he did not have any meetings set up now. Noted that there was a webinar at 11 tomorrow on working with the media. Maggie noted that John Greene had a meeting with the White House yesterday regarding enrollment dates, ability to enroll on a timely basis, may need retro effective dates for Medicare. Also asking for OEP to be extended through April.
- Craig also reminded the board that there would be a NAHU training on working with the media on Wednesday, March 18 at 11 am via webinar.
- 9:30 a.m XVI. Vanguard Council Report Vanguard Chair
Sean working on moving event to coincide with new Cap Summit dates.
- 9:35 a.m XVII. CAHU Foundation Report VP Community Outreach
Dawn reported that the Foundation approved a marketing budget to get the Foundation started. May have new board member joining, will report next month.
- 9:40 a.m XVIII. Local Chapter Reports (3 minutes each) Chapter Presidents
CCAHU – not on call
- DCAHU – Jean reported that March meeting was cancelled. April meeting has not been cancelled, but is likely to do so. Health Care Summit will be discussed at next board meeting as it is scheduled for May. Had a meeting last month on social media, Dawn presented.
- GGAHU – Rick and Kenneth reported that their meeting was moved to a webinar, and also has a April webinar, and a membership recruitment in May that may need to be moved. Had a sales symposium in April, new date TBD. Janet Powelson was awarded an achievement award and the chapter received Gold award.
- IEAHU – Yolanda reported that sales symposium went well, moving April meeting to a new date. Also working on moving golf tournament.
- LAAHU – Brian reported that symposium was moved to July 17, all board meetings will be conducted via zoom. Will be checking on how to handle annual election. Asked group to think about communications to members about COVID-19.
- NVAHU – Dan noted that the CE day has been rescheduled to August 27.
- NCAHU – Working on rescheduling their medicare summit as well as upcoming events.
- OCAHU – Mary Anna reported they are holding board meetings by conference call, some events will be rescheduled, some cancelled. All Kaiser reps are shelter in place until April 1.

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SAHU – Sam reported that there have been several meetings and events rescheduled. One of the concerns is that there are so many events being rescheduled to August and is concerned about events may be overloaded to August. Maggie suggested partnering with other chapters. GGAHU partnered with Word & Brown to do webinars.

SDAHU - Stacy reported that March and April meetings have been postponed, Dancing with the Stars is also postponed. May postpone May meeting as well. Golf tournament is in June.

SBAHU – Laura noted that March meeting was last week. Board met via phone last week, made decision to postpone April and May. Board meetings are via phone.

SVAHU – not on call

VCAHU – cancelled symposium on Friday. Next two meetings will be cancelled, has a cornhole tournament in June, may move board installation and symposium to June as well.

- 10:20 a.m. XIX. Women’s Leadership Summit Update Cerrina Jensen
- 10:25 a.m. XX. Executive Director Report Kimi Shigetani
Kimi noted that if any chapter needs assistance with doing oneline meetings or webinars to reach out to her. Also asked chapters to send dates of any meetings that have been moved so that she could make sure there was no overlap.
- 10:28 a.m. XXI. Old Business
No old business
- 10:30 a.m. XXII. New Business
Brad asked about May meeting – Bruce noted that May meeting will be moved to teleconference on May 19. Motion to move May meeting to conference call on May 19 from May 11 by Sue, seconded by Craig. No discussion, ayes carry.

Sue motioned to adjourn, seconded by Rick.
Meeting adjourned at 10:04 am.

2019-2020 Board of Directors Meetings and Events

Date	Event	Location	Time
April 21, 2020	Board Meeting	Conference Call	8 am - 10:30 am
May 19, 2020	Board Meeting	Conference Call	8 am – 10:30 am
June 16, 2020	Board Meeting	Conference Call	8 am - 10:30 am
June 27 - June 30, 2020	NAHU Annual Convention	Chicago	

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Board Meeting Sign In Sheet: March 17th, 2020

8 am to 10:30 am

Location: Conference Call

Executive Board	Title	INITIAL				
Bruce Benton	President	X				
Maggie Stedt	President-Elect	X				
Dave Fear Jr	Immediate Past President	Abs	Quorum: 19			
Cathy Little	VP Finance	X				
Jim Morrison	VP Legislation	X				
Korey Platt	VP Membership	X				
Cerrina Jensen	VP Professional Development	X				
Sue Wakamoto Lee	VP PAC	X				
Brad Davis	VP Public Affairs	X				
Yolanda Webb	VP Corporate Relations	X				
Kristie Scavarda	VP Communications	X				
Dawn McFarland	VP Community Outreach	X				
President or Voting Member (Sub)					President-Elect or Voting Member	INITIAL
Tess Phillips	President CCAHU				Mary Fluegel	
Jean Chariton	President DCAHU	X				
Kenneth Coker	President GGAHU	X	Rick Coburn	X		
Ashley Ingram	President IEAHU		David Dutchover			
Brian Sullivan	President LAAHU	X	Peter Seibold			
Vanessa Ignacio	President NCAHU	X	Pam Morton	X		
Dan Furtado	President NVAHU		Leanne Chrisman			
MaryAnna Trutanich	President OCAHU	X	Pat Stiffler			
Josh Keller	President SAHU		Sam Siders	X		
Stacy Moskowitz	President SDAHU	X	Sean Greene	X		
Laura Murphy	President SBAHU	X	Vacant			
Nick Jauhal	President SVAHU					
Tim Kanter	President VCAHU					

STAFF:
 Mike Belote
 Jennifer Blevins
 Faith Borges X
 Kimi Shigetani

COMMITTEE CHAIRS:
 Pat Stiffler, Awards X
 Craig Gussin, Medicare X
 Sean Greene, Vanguard X

Patrick Burns, CAHU PAC

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