June 2020

In the past, when I’ve sent out information to raise money for The Council of Insurance Agents & Brokers’ CouncilPAC, I felt like I had to explain who The Council is and how they help our company. Over the past few months, it has been obvious there is no organization that fights harder to protect our industry and keep us informed like The Council. Their assistance and support during these turbulent times have been a huge asset to our industry, to us as an organization, and therefore, to each of us individually.

Over the past few years, The Council has asked for our financial support of CouncilPAC—the lobbying arm of the association. CouncilPAC is how they get our collective voices heard in Washington (on both sides of the aisle), and frankly, we as an organization have not done a good job in supporting those efforts. There are firms less than half our size that contribute more than double what we donate. Based on The Council’s high profile inside of IOA this year, I am hoping we can collectively raise our contributions to CouncilPAC.

It is very important to note that this support **cannot come from corporations.** IOA or the individual corporations for our 1099 producers are prohibited from contributing; however, we can contribute as individuals. If you are willing and able to contribute, please fill out the attached form and return it to **Gracie Gerlach** at [gracie.gerlach@ciab.com](mailto:gracie.gerlach@ciab.com). This donation is completely voluntary, so there is no need to feel pressure to contribute if your financial situation does not permit it. However, if you can give, your support is both highly needed and much appreciated.

If you do contribute, please **do not** copy me on this correspondence. Donate because CouncilPAC helps all of us prosper in this great company and industry, not because you feel the BOD expects you to.

Thank you,

**Jeff Lagos CPCU**

**President**

**Direct Line 407-998-4262**

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