
TO: Attendees of The Council's 2019 Legislative & Working Groups Summit
FROM: Joel Wood, Senior Vice President, Government Affairs
RE: Overview of Legislative Issues, Program and our Agenda on the Hill

We are delighted that you will be participating in The Council's 2019 Legislative & Working Groups Summit, where we have a record number of you in attendance. Because we have many meetings and subjects that are going to be covered, we've been sending you a lot of material, and we hope you will be able to digest as much of it as possible before the event.

This document is the overview of the legislative portion of the meeting. It is our hope that this briefing will answer a lot of your questions, particularly if you are a first-time attendee. **If you're participating in any part of the legislative program, PLEASE read this!**

FIRST UP – Birds on Badges!

There are upwards of 70 insurance organizations that have some lobbying presence in Washington. Due to the generosity of our member executives and reflective of their civic engagement and power, **The Council's political action committee raised \$3 million during the last two-year election cycle – the largest among all the insurance organizations.** PAC dollars are the "hard" political dollars (as opposed to "soft" or "super-pac" dollars) that directly go to the campaigns of candidates. It's the money they control from the personal pocketbooks of contributors, and thus the most valuable. **One of our goals for this LWGS is to significantly increase the number of participants in our political program.** Please get a "bird" on your badge by making a contribution to CouncilPAC and/or contacting our CouncilPAC Director, Brittany Lindberg at brittany.lindberg@ciab.com. Thank you!

NEXT – Really Important Stuff: Congressional Appointments

Let's cut to the most critical part of our program—the raison d'être of the Legislative Summit: your visits to congressional offices on Wednesday. The newest member of our government affairs team – Blaire Bartlett, as in blaire.bartlett@ciab.com – has worked countless hours in the past month to arrange as many high-quality meetings with Members of Congress and their staffs as possible. You should have received an email from The Council inviting you to download an app called CrowdCompass AttendeeHub. If you did not get this email or have trouble downloading/using the app, we can help you at our Registration Desk. If you signed up for Congressional meetings, your appointments will appear in the app. **Make sure to allow push notifications from the app,** because nothing is set in stone, and these instant notifications will tell you if a meeting has changed. If the schedule changes on your end, please email or call Blaire at 202.821.2190 (she's also a pretty proficient texter!).

The Council is known for its 106-year tradition of networking meetings that bring together the most influential executives of the commercial insurance brokerage world. Those meetings traditionally are highly structured and pre-planned. Because of the vagaries of the congressional schedule and the ebb and flow of specific issues of interest to our member firms, the Legislative Summit is different, and by necessity many of the meetings come together at the last minute. Wherever possible, we have grouped together visits with congressional offices by geography, and, in some instances, by issue group. We have strived to have as many sit-down meetings directly with relevant Members of Congress. Where the Member is unavailable, we have tried to arrange for the relevant legislative staffer(s) for that representative or senator to meet with our delegations.

In many instances, meetings with staff can be more relevant and productive than meetings with the Members themselves, who are deluged with hour-by-hour stimuli from all directions. Inevitably, some of you will have quality meetings with ranking Members of Congress who will have significant influence over the issues that concern us, and just as inevitably, some of you will wind up talking to a very junior staffer who stares at you blankly. In all, our goal, like a Jackson Pollock painting, is to sling as much stuff up

against the congressional canvas and (hopefully) turn it into a collector's item/success. In any event, **we need your feedback after the meeting so our staff can follow up directly with these Members and their respective staffs to connect the dots.** Please address your "de-brief" to any of us on the team, including me (joel.wood@ciab.com) and/or my colleague, the "Other" Joel (joel.kopperud@ciab.com).

WHAT TO TALK ABOUT IN THE HILL MEETINGS?

Some of you are exclusively concerned about benefits issues, and mostly conversant on those topics. Some of you have much at stake with the reauthorization and reforms to the National Flood Insurance Program. All of us have something at stake in the upcoming reauthorization battle for the Terrorism Risk Insurance Program. What points you make in your meetings is somewhat less important than the fact that you are there to begin with. **Much of the support or success we enjoy long-term with congressional actions is a reflection of the fact that we are present in the debate on an ongoing basis.** (As Brittany Lindberg says with the PAC, *"If you're not at the table, you're on the menu."*)

Please feel free to focus on the issues where you are most comfortable and knowledgeable. You are more than welcome to share our one-page issue briefs, but please do not feel any need to stick to any particular script. Score your points, and let us do the follow-through after the meetings.

THE PROGRAM AND THE CONGRESSIONAL CALENDAR

We've responded this year to Board requests to collapse our meeting schedule as tightly as possible. This means we are doing our Congressional Reception on Tuesday night, the program of Hill speakers on Wednesday morning, and the program concluding with Hill visits – thus it is critical that we hear back from you on each of your meetings so we can follow up. Long after we set these dates, the House Democratic Caucus decided to go into a retreat starting at noon on Wednesday. Not all Democratic Members will attend the retreat, but we do anticipate that this will mean there will be more meetings with relevant staff in those offices than with Members themselves. Again, as far as we're concerned, these can be even more valuable.

Our Tuesday reception is 5:30 to 7:30 p.m. in the Montpelier Room of the Madison Building of the Library of Congress. We've invited many policymakers and staff, and as this is a reception without a formal program, there will be many people wandering around looking to make connections with our participants from their districts or states. We expect strong turnout from Members of Congress and party leaders. Please have a good time, but also try to facilitate as many of those connections as you can!

THE CONGRESSIONAL PROGRAM ON WEDNESDAY

As you have undoubtedly noticed, in the absence of congressional action by next Friday, portions of the federal government may shut down again. Additionally, many hearings are being scheduled that could interfere with our speakers' schedules. Buses are going to roll from the Mandarin to the Hill promptly at 7:30 a.m. on Wednesday. Security is always an issue on the Hill, and sometimes there is a backup in the lines, so please try to do everything in your power to get in your seats by 8:00 a.m. as we have much ground to cover in a short period of time. **Our program is being held in the Kennedy Caucus Room of the Russell Senate Office Building – one of the grandest and most historic rooms in our nation's capital.** For the past 80+ years, the Caucus Room has served as a stage for some of the most dramatic Senate investigations such as the sinking of the Titanic, the Teapot Dome scandal, Pearl Harbor, the Kefauver Crime Committee, the Army vs. McCarthy, the Vietnam War, Watergate and Iran-Contra.

Our schedule on Wednesday will be presided over by 2019 Council Chairman Marty Hughes, the executive chairman of Hub International.

We continue to adjust our lineup of speakers based on availability, but so far our lineup is strong and compelling: **Senator Chuck Grassley (chairman of the Senate Finance Committee), Rep. Hakeem Jeffries (newly elected Democratic Caucus Chairman), Rep. Derek Kilmer (chairman of the New Democrat Coalition), Rep. Cheri Bustos (also new to House leadership), Sen. Tim Scott (a former insurance executive who is a member of both the Senate Finance and Senate Banking Committees), and Rep. Stephanie Murphy (a rising star).** Again, things can change! By Monday, we hope to have the entire schedule available to you.

EXECUTIVE SUMMARY OF THE ISSUES

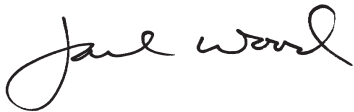
We have five issue briefs we would like for each of you to leave behind in congressional offices that are either reflective of important public policy issues on the congressional agenda or issues we want to be on the congressional agenda. We urge you to review each brief closely:

- ▶ **Support and strengthen employer-sponsored insurance**
- ▶ **Stabilization of the individual insurance marketplace**
- ▶ **Prescription drug pricing transparency**
- ▶ **Reauthorization of the Terrorism Risk Insurance Program**
- ▶ **Reauthorization/reform of the National Flood Insurance Program**

FINALLY...

We, again, are so grateful you are making the sacrifice of coming to Washington to exercise one of the most fundamental of constitutional rights – the petition of government for redress of grievances. Just as our political action committee is the biggest among all the insurance trades, we believe that our interests have steadily climbed the ladder of congressional attention and that our successes outweigh our setbacks. We also hope that you benefit from the comradery of being with other commercial insurance executives in a format that is more intimate than our larger meetings.

Safe travels!



Joel Wood

Senior Vice President, Government Affairs