Who Will Make Decisions On These Issues?

- Medicare payment
- Physician Definition in Medicare
- Behavioral health information technology
“Healthcare” Members of Congress

- Yes: 35
- No: 465

7% Yes
How the Process Works

PAC Needs Resources

↓

Resources = Access to meet/educate/build relationship

↓

Education & Relationship Building = Trust

↓

Trust = Resource/Informed decisions on policy-making
Legal, Transparency = Legit

- Regular filings with the FEC
- Disclosure of amounts received AND disbursed
Dispelling Stigma & Perceptions of PAC

- Quid Pro Quo – **Does NOT Exist**

- Have to have/given MILLIONS of dollars to be effective/have voice heard – **NOT TRUE**

- Can a modest contribution really help the PAC? **YES**
## Competition

93 Health Sector PACs making contributions

- **$18M total contributions made** (61/38 R:D)
- **1) Health Professionals: $7.5M** (63/37 R:D)
- **2) Pharm/Health Products: $6.2M** (65/35 R:D)
- **3) Health Services/HMOs: $2.2M** (63/37 R:D)
- **4) Hospitals/Nursing Homes: $1.8M** (56/43 R:D)

Of Top 20 PACs in disbursements, BCBS is only healthcare
At the Table or On the Menu?
A Little Goes A Long Way....

A DOLLAR/DAY TO THE PAC IS 1/3 OF YOUR DAILY MORNING COFFEE FROM STARBUCKS
Contagious – in a GOOD Way

- Peer-to-Peer fundraising is VERY effective
- Hard to get others to give if you don’t yourself
- Understand the rules and the culture for soliciting
- If you don’t ask, you won’t get ...
Lessons Learned

https://www.youtube.com/watch?v=TuQC5hhhqkY