



One Minute Message

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Submitted by Oly Storz, VP of PAC

SIMULTANEOUS WARFARE

American military doctrine has long been predicated upon the ability to fight two major wars at the same time. Likewise, the National Association of Health Underwriters (NAHU) must be capable of fighting two wars at the same time and has, in fact, been doing so for many years. One war, waged by NAHU on the national front, depends upon the Health Underwriters Political Action Committee (HUPAC) for ammunition. That ammunition consists of PAC contributions from members around the nation which funds political activity on the Federal level. HUPAC provided over \$300,000 in ammunition during the last election cycle. A large majority of candidates supported by HUPAC won their elections. HUPAC funds played a critical role in electing friendly candidates and changing the climate for healthcare in Congress.

The second war, waged by the California Association of Health Underwriters (CAHU), depends upon the California Association of Health Underwriters Political Action Committee (CAHU PAC) for ammunition. That ammunition will need to reach the amount of \$250,000 by the end of the current CAHU year ending 6/30/11, almost as much as HUPAC spent nationwide on the elections last year.

The war in California has now become even more important than the one being fought in Washington, DC. While great progress is being made in the House of Representatives, and while the fate of the entire Obamacare package has been put in doubt by the courts, California plunges merrily ahead, seemingly oblivious to the national mood and to the State's severe budget crisis. The party in full control of Sacramento, backed by the extremely well-funded supporters of government healthcare, is determined to achieve its long sought-after goal. States can design and implement their own versions of Obamacare. They don't really need a plan mandated by Congress for the entire nation.

The bottom line is this: if California succeeds in implementing single payer healthcare, or some version that will eventually turn into single payer healthcare due to mandates, loss ratios or clever witchcraft, agents and brokers are still going to be basically out of the health insurance business. Many of us will shut our doors. Others will try to replace our health insurance book of business with other lines of coverage – or start selling shirts out of our cars. Most agency and general agency employees will be laid off. It doesn't matter whether the federal government is or is not able to impose national healthcare.

If we are not willing to join the fight in California, we will get what we deserve. If we lose this fight, the consequences will be not only catastrophic for those of us in the health insurance business but also disastrous for the State.

Do your part now! **JOIN CAHU PAC TODAY** if you don't currently contribute. At the very least, increase your monthly contribution today to the \$21 per month Ruby-level. We need a contribution from everyone in order to load up our ammunition! \$250,000 is the minimum we need to fund our lobbying activities.