

January 12, 1993

REPUBLICAN NATIONAL FINANCE COMMITTEE

310 FIRST STREET SOUTHEAST WASHINGTON D.C. 20003 (202) 863-8720 FAX: (202) 863-8634

January 8, 1993

Ms. Joanne Coe
Campaign America
900 Second Street, Northeast
Suite 114
Washington, D.C. 20002

VIA FAX - 202-408-5117

Dear Ms. Coe:

I would like to confirm Senator Dole's speaking engagement to Team 100 on Tuesday, January 12 at 4:00 PM in the Willard Hotel Ballroom.

For your information, we have arranged for Senator Dole to be greeted by Mindy Fountain, of Team 100. Mindy will meet Senator Dole at the 1401 Pennsylvania Avenue entrance of the Willard and will escort him to the Ballroom. There, he will be greeted by Team 100 Chairman Max Fisher and Secretary Mosbacher. He is expected to be introduced by Mr. Fisher. A seat will be provided for him on stage.

Normally, we suggest that speakers arrive approximately 5 minutes prior to their address. Upon arrival, Mr. Fisher will make his introduction and then we would like to suggest that Senator Dole begin with 10 minutes of formal remarks and take self-moderated questions for another 20 minutes. The Senator will be preceded by Secretary Mosbacher and RNC Chairman Rich Bond.

I would like to request that a current copy of Senator Dole's biography be faxed to our office at your earliest convenience. The RNC fax number is (202) 863-8634.

If you have any questions regarding the engagement, please don't hesitate to contact me at (202) 863-8720.

I know all the Team 100 members are looking forward to hearing Senator Dole.

Sincerely,

Dulce A. Zahniser

SENATOR BOB DOLE

TEAM 100

JANUARY 12, 1993

***THANK YOU**

***LET ME SAY RIGHT UP FRONT
THAT THERE WERE A LOT OF
SPEECHES AT THE REPUBLICAN
CONVENTION IN HOUSTON THIS
SUMMER. BUT, NO DOUBT
ABOUT IT, THE MOST MOVING OF**



1

**ALL THE SPEECHES WAS
DELIVERED BY MAX'S
DAUGHTER, MARY, WHO HAS
DONE SUCH AN OUTSTANDING
JOB ON THE PRESIDENT'S AIDS
COMMISSION.**

***IT IS A PLEASURE TO BE
HERE TODAY, AND TO MEET
WITH A GROUP OF PEOPLE WHO**

**HAVE GIVEN SO MUCH TO THE
REPUBLICAN PARTY.**

***FOR THE PAST SEVERAL
MONTHS, I'VE BEEN MEETING
WITH AS MANY REPUBLICANS AS
I CAN.**

***ONE REASON IS JUST TO
MAKE SURE THAT THERE ARE
REPUBLICANS OUT THERE--IF
YOU BELIEVED WHAT YOU READ**

**IN THE MEDIA, YOU'D THINK WE
WERE AN ENDANGERED
SPECIES...WHICH MAY BE GOOD
NEWS, BECAUSE AL GORE WILL
WANT TO PROTECT US.**

***BUT THE MAIN REASON IS TO
HEAR FROM AS MANY
REPUBLICANS AS I CAN AS TO
THE DIRECTION THE
REPUBLICAN PARTY SHOULD**

**TAKE. I'VE HEARD FROM QUITE
A FEW PEOPLE WHO THINK THAT
THE PARTY IS ALWAYS WILLING
TO TAKE THEIR MONEY, BUT
ISN'T WILLING TO LISTEN TO
THEIR SUGGESTIONS...**

***SO I'LL STOP HERE IN JUST A
MINUTE OR TWO SO I CAN HEAR
WHAT'S ON YOUR MIND. BUT
FIRST, I WANT TO SHARE A FEW**

**MESSAGES I'VE BEEN TRYING TO
GET ACROSS SINCE ELECTION
DAY.**

***FIRST, THE TIME FOR BLAME
IS OVER. LET'S NOT SPEND OUR
TIME POINTING THE FINGER OF
BLAME FOR THE LOSS OF THE
WHITE HOUSE. INSTEAD, LET'S
FOCUS ON THE FUTURE, AND**

GETTING REPUBLICANS

ELECTED IN 1993 AND 1994.

***SECOND, EVEN THOUGH THE
DEMOCRATS HAVE THE WHITE
HOUSE, THE SENATE, AND THE
HOUSE, REPUBLICANS STILL
HAVE A ROLE TO PLAY. WE'VE
GOT TO DO MORE THAN JUST
SIT ON THE SIDELINES IN CARP.
WE'VE GOT TO STAND UP FOR**

**REPUBLICAN PHILOSOPHIES,
AND GIVE PEOPLE A REASON TO
BE A REPUBLICAN. AND THAT'S
WHAT WE PLAN TO DO IN THE
SENATE.**

***AND THIRD, IT DOESN'T TAKE
A MATH WIZARD TO FIGURE OUT
THAT THE WAY TO WIN
ELECTIONS IS TO INCLUDE
MORE PEOPLE IN OUR PARTY--**

**AND NOT TO EXCLUDE THEM.
WE NEED TO SPEND LESS TIME
DISCUSSING WHAT ISSUES
DIVIDE US AS CONSERVATIVES,
MODERATES, OR LIBERALS
...AND MORE TIME DISCUSSING
WHAT UNITES US AS
REPUBLICANS.**

***LET ME ALSO SAY A FEW
WORDS ABOUT THE ELECTION**

***AND I BELIEVE THAT MITCH
MCCONNELL IS IDEALLY
QUALIFIED TO FULFILL THESE
RESPONSIBILITIES AS GENERAL
CHAIRMAN.**

***I'LL OPEN IT UP NOW FOR
YOUR THOUGHTS ON THAT
MATTER, OR ANY OTHER ISSUE
ON YOUR MIND.**

~~14~~

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TO: Senator Dole

FR: Kerry

RE: Team 100

*You will be speaking with approximately 175 members of Team 100...They have asked for brief remarks followed by Q&A. Attached mixes some of the things you've been saying on the stump and some material about McConnell.

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SENATOR BOB DOLE
DRAFT TALKING POINTS
TEAM 100
JANUARY 12, 1993

*THANK YOU, MAX (FISCHER).

*LET ME SAY RIGHT UP FRONT THAT THERE WERE A LOT OF SPEECHES AT THE REPUBLICAN CONVENTION IN HOUSTON THIS SUMMER. BUT, NO DOUBT ABOUT, THE MOST MOVING OF ALL THE SPEECHES WAS DELIVERED BY MAX'S DAUGHTER, MARY, WHO HAS DONE SUCH AN OUTSTANDING JOB ON THE PRESIDENT'S AIDS COMMISSION.

*IT IS A PLEASURE TO BE HERE TODAY, AND TO MEET WITH A GROUP OF PEOPLE WHO HAVE GIVEN SO MUCH TO THE REPUBLICAN PARTY.

*FOR THE PAST SEVERAL MONTHS, I'VE BEEN MEETING WITH AS MANY REPUBLICANS AS I CAN.

*ONE REASON IS JUST TO MAKE SURE THAT THERE ARE REPUBLICANS OUT THERE--IF YOU BELIEVED WHAT YOU READ IN THE MEDIA, YOU'D THINK WE WERE AN ENDANGERED SPECIES...WHICH MAY BE GOOD NEWS, BECAUSE AL GORE WILL WANT TO PROTECT US.

*BUT THE MAIN REASON IS TO HEAR FROM AS MANY REPUBLICANS AS I CAN AS TO THE DIRECTION THE REPUBLICAN PARTY SHOULD TAKE. I'VE HEARD FROM QUITE A FEW PEOPLE WHO THINK THAT THE PARTY IS ALWAYS WILLING TO TAKE THEIR MONEY, BUT ISN'T WILLING TO LISTEN TO THEIR

SUGGESTIONS...

*SO I'LL STOP HERE IN JUST A MINUTE OR TWO SO I CAN HEAR WHAT'S ON YOUR MIND. BUT FIRST, I WANT TO SHARE A FEW MESSAGES I'VE BEEN TRYING TO GET ACROSS SINCE ELECTION DAY.

*FIRST, THE TIME FOR BLAME IS OVER. LET'S NOT SPEND OUR TIME POINTING THE FINGER OF BLAME FOR THE LOSS OF THE WHITE HOUSE. INSTEAD, LET'S FOCUS ON THE FUTURE, AND GETTING REPUBLICANS ELECTED IN 1993 AND 1994.

*SECOND, EVEN THOUGH THE DEMOCRATS HAVE THE WHITE HOUSE, THE SENATE, AND THE HOUSE, REPUBLICANS STILL HAVE A ROLE TO PLAY. WE'VE GOT TO DO MORE THAN JUST SIT ON THE SIDELINES IN CARP. WE'VE GOT TO STAND UP FOR REPUBLICAN PHILOSOPHIES, AND GIVE PEOPLE A REASON TO BE A REPUBLICAN. AND THAT'S WHAT WE PLAN TO DO IN THE SENATE.

*AND THIRD, IT DOESN'T TAKE A MATH WIZARD TO FIGURE OUT THAT THE WAY TO WIN ELECTIONS IS TO INCLUDE MORE PEOPLE IN OUR PARTY-- AND NOT TO EXCLUDE THEM. WE NEED TO SPEND LESS TIME DISCUSSING WHAT ISSUES DIVIDE US AS CONSERVATIVES, MODERATES, OR LIBERALS ...AND MORE TIME DISCUSSING WHAT UNITES US AS REPUBLICANS.

*LET ME ALSO SAY A FEW WORDS ABOUT THE ELECTION FOR RNC CHAIRMAN IN JUST A FEW WEEKS...THOSE OF YOU WHO READ THE

WASHINGTON POST--AND I HAVE THE GOOD FORTUNE OF COMING FROM A STATE WHERE VERY FEW PEOPLE READ THE POST--MIGHT HAVE READ LAST WEEK THAT DOLE WAS STAGING A "POWER GRAB," BY RECOMMENDING SENATOR MITCH MCCONNELL FOR GENERAL CHAIRMAN.

*LET ME ASSURE YOU THAT I'M NOT STAGING A POWER GRAB...I'M SIMPLY SUGGESTING AN OPTION WHICH I THINK WOULD BE GOOD FOR OUR PARTY.

*MY SUGGESTION IS NOT NEW OR REVOLUTIONARY--PAUL LAXALT, SAM SKINNER, AND, IN EFFECT, MYSELF IN 1971 AND 72--SERVED IN THE POSITION OF GENERAL CHAIRMAN.

*I SEE THE GENERAL CHAIRMANSHIP AS A NON-PAID, NON-EXECUTIVE POSITION, WITH SPECIFIC RESPONSIBILITIES FOR GENERAL OVERSIGHT, FUNDRAISING COORDINATION, SERVING AS A KEY PARTY SPOKESMAN, AND PROVIDING THAT IMPORTANT LINK BETWEEN THE PARTY AND THOSE OF US WHO SIGN THE FUNDRAISING APPEALS AND TRAVEL THE COUNTRY ON BEHALF OF OUR PARTY AND ITS CANDIDATES.

*AND I BELIEVE THAT MITCH MCCONNELL IS IDEALLY QUALIFIED TO FULFILL THESE RESPONSIBILITIES AS GENERAL CHAIRMAN.

*I'LL OPEN IT UP NOW FOR YOUR THOUGHTS ON THAT MATTER, OR ANY OTHER ISSUE ON YOUR MIND.

Tues, Jan 12

REPUBLICAN NATIONAL FINANCE COMMITTEE

310 FIRST STREET, SOUTHEAST WASHINGTON, D.C. 20003 (202) 863-8720 FAX: (202) 863-8634

December 14, 1992

The Honorable Robert Dole
141 Hart Senate Office Building
Washington, DC 20510

Dear Bob:

On behalf of Team 100, we would like to invite you to a special meeting during the second week in January. As you know, Team 100's degree of support for the Republican Party is unequalled.

On Tuesday, January 12 we are arranging a political briefing for our members in the Ballroom of the Willard Hotel. We are hoping you will be able to join us. If it fits in with your schedule, we would like you to address the Team 100 members from 4:00 p.m. to 4:30 p.m. Our usual format consists of ten minutes of remarks, followed by twenty minutes of questions. RNC Chairman Rich Bond has also been invited to address the group.

Of course, this is entirely dependent on your schedule. We realize that this is a particularly busy time for you. If the above time is not feasible, please let us know. We are more than willing to accommodate you. Team 100 is especially looking forward to hearing from one of our Party's foremost leaders.

Bob, please have a member of your staff contact Dulce Zahniser in the RNC's Finance office at (202) 863-8720 to let us know if you will be able to address Team 100 January 12, 1993.

We hope you will join us.

Max

Max M. Fisher
Chairman, Team 100

Sincerely,

Bob

Robert A. Mosbacher
General Chairman--Finance

12-14 Jo. Anne

M E M O R A N D U M

TO: Senator Dole
FROM: Yvonne
DATE: January 5, 1993

-- I received a call from Dulce Zahniser with the Republican National Finance Committee. She said Bob Mosbacher had spoken with you this morning regarding an invitation to speak to the Team 100 members from 4:00-4:30 p.m. on Tuesday, January 12, at the Willard Hotel. Do you want to speak?

yes no

Invitation attached

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We hope you will join us.

Max

Max M. Fisher
Chairman, Team 100

Sincerely,

Robert A. Mosbacher

Robert A. Mosbacher
General Chairman--Finance

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