

September 27, 1993

TO: Senator Dole  
FROM: Vicki *Vicki*  
RE: Health Care Speech

You are scheduled to address the health policy conference of the Atlantic Information Systems on Tuesday, September 28 at 9:50. The audience of 275 people will consist of representatives of a variety of health care industries, both large and small. There will be a few providers of health care, but the majority of attendees will be top level managers in HMOs, insurance companies, labs, and hospitals.

For the most part, the group is familiar with the Chafee/Dole plan as well as the Clinton plan. What they are most interested in hearing from you is how you envision the debate evolving. They would like to know the likelihood of consensus and where the sticking points are between Republicans and the Administration.

They would like you to speak for about fifteen minutes, with fifteen minutes for questions and answers.

Tues, Sept 28



Atlantic Information Services, Inc.

September 20, 1993

Attention: Yvonne Hopkins/Tyler

Senator Robert J. Dole  
141 Hart Senate Office Bldg.  
Washington, D.C. 20510

Dear Leader Dole:

Thank you very much for agreeing to speak at our PREPARING FOR HEALTH SYSTEM REFORM conference, to be held on September 27-28, 1993, at The Hyatt Regency Washington on Capitol Hill.

I know our audience of 200-250 top health care managers will be very excited to hear your views on the impending health reform debates in Congress.

Your presentation is scheduled for 9:50 to 10:30 a.m. on Tuesday, September 28. We are hoping you will make an initial presentation of roughly 15-20 minutes, leaving about 20-25 minutes for questions from the floor.

Our audience will be senior level managers of health care organizations -- hospital administrators, managed care executives, group practice managers, insurance executives, employee benefit managers, and labor leaders.

The chief objective of your talk would be to discuss changes in the Clinton plan you feel will be required for reform to be enacted by Congress. Also, considering your top leadership role, I know our audience would be fascinated by your views on how the politics of reform are likely to unfold on the Hill.

You will be met at the main entrance to the Hyatt by Steve Goodwin of AIS, who will escort you to the main ballroom. Jayne Whalley-Hill, Editor of INSIDE HEALTH CARE REFORM, will introduce you to our audience.

I look forward to meeting you and to hearing your presentation on September 28.

Cordially,

A handwritten signature in dark ink, appearing to read 'Richard Biehl', is written over the typed name.

Richard Biehl  
Publisher and  
Conference Coordinator



# SPEAK

Atlantic Information Services, Inc.

~~Monday - Sept 27~~  
~~8:30-9:00 a.m.~~  
~~9:10-9:40 a.m.~~  
~~9:50-10:20 a.m.~~  
or

Tuesday - Sept 28  
June 30, 1993 8:30-9:00 a.m.  
9:10-9:40 a.m.  
\*9:50-10:20 a.m.

Hyatt Regency - Capitol Hill

10-15 min. presentation + 15-20 min. Q+A

\$2000 honorarium

*Y Hopkins*

Attention: Yvonne Hopkins

Senator Robert J. Dole  
141 Hart Senate Office Bldg.  
Washington, D.C. 20510

Dear Leader Dole:

I am writing to invite you to speak at a major health policy conference, PREPARING FOR HEALTH SYSTEM REFORM, which is scheduled for September 27-28, 1993, at The Hyatt Regency Washington on Capitol Hill.

This meeting will provide top health industry managers with an important opportunity to understand the most likely options and timetable for health care reform.

We anticipate an audience of 300-400 senior level managers of health care organizations -- hospital administrators, managed care executives, group practice managers, insurance executives, employee benefit managers, labor leaders, and others with a major stake in health reform.

The conference is being held at the Hyatt Regency Washington on Capitol Hill -- just a few blocks from the Capitol -- to provide easy access for people like yourself with as little interruption in your busy schedule as possible.

It is sponsored by Atlantic Information Services, Inc. (AIS), a publishing firm that has thousands of subscribers to highly reputable health care periodicals, including: MANAGED CARE WEEK, INSIDE HEALTH CARE REFORM, A GUIDE TO HEALTH CARE REFORM, PHYSICIAN MANAGER, and HEALTHCARE FINANCIAL RELATIONSHIPS.

AIS also sponsors the annual MEET THE HEALTH POLICY MAKERS conference. (I have enclosed the program for the most recent edition of this annual meeting.)

For the upcoming PREPARING FOR HEALTH SYSTEM REFORM meeting, we are inviting six top health care legislators such as yourself to report on the status of reform on Capitol Hill, with the remainder of the two-day forum devoted to talks by health care managers, who will outline steps organizations are taking to prepare for the major changes ahead.

7-2-93 Interim letter

1050 17th Street, NW, Suite 480 • Washington, D.C. 20036 • (202) 775-9008  
Fax (202) 331-9542

*spoken w/ Rude 7.15*

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We would be interested in having you appear for 30 minutes, with a 10-15 minute presentation and 15-20 minute Q&A session.

The objective of your presentation would be to provide attendees with an understanding of the most viable current options for health reform, the political dynamics that influence the leading proposals, and your thoughts on the timetable for legislative action.

The following early-morning program times have been reserved for the six sessions by leading health care legislators:

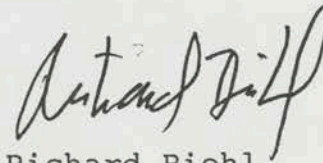
8:30 - 9:00 Monday, September 27  
9:10 - 9:40 Monday, September 27  
9:50 - 10:20 Monday, September 27

8:30 - 9:00 Tuesday, September 28  
9:10 - 9:40 Tuesday, September 28  
9:50 - 10:20 Tuesday, September 28

On behalf of the 300-400 health care professionals we expect in the audience, I hope you will be interested in joining us... and that one of these six times on September 27 or 28 will be convenient for you.

Thank you in advance for your consideration of this invitation.

Sincerely,



Richard Biehl  
Publisher and  
Conference Coordinator

Enclosure

**SENATOR DOLE'S SPEECH TO  
ATLANTIC INFO. SERVICES  
SEPTEMBER 28, 1993**

**THANK YOU FOR INVITING  
ME TODAY.**

**AS A PERSON WHO HAS  
BEEN IN NEED OF A GREAT DEAL  
OF HEALTH CARE IN MY LIFE --  
AND AT ONE TIME HAD A VERY**

**DIFFICULT TIME PAYING FOR IT --  
I KNOW THE ANXIETY OF BEING  
IN NEED AND NOT HAVING THE  
MONEY FOR CARE. IT'S A VERY  
BIG PROBLEM. AND,  
UNFORTUNATELY, ONE THAT  
TOO MANY AMERICANS HAVE  
HAD TO FACE.**

**WELL, NOW THAT**

**PRESIDENT CLINTON'S ADDRESS  
TO CONGRESS ON HIS HEALTH  
CARE PLAN IS STORED SAFELY  
IN THE ARCHIVES, THE REAL  
DEBATE ON HEALTH CARE  
REFORM CAN BEGIN. FOR  
MONTHS, THOSE OF US OUTSIDE  
THE WHITE HOUSE HAVE HAD  
ONLY THE SKETCHIEST OF  
DETAILS ON THE WORK OF**

**FIRST LADY, HILLARY RODHAM  
CLINTON, AND THE MEMBERS OF  
HER TASK FORCE. I THINK THAT  
WAS A MISTAKE AND A BAD  
SIGNAL TO ALL THOSE  
AMERICANS WHO ARE  
EXPECTING ACTION.**

**BUT, NOW THAT THE PLAN  
HAS BEEN UNVEILED, I THINK A**



**TRUE DIALOGUE CAN BEGIN. I  
WILL SAY AT THE OUTSET, THAT  
IT IS GOING TO BE A LONG,  
TOUGH PATH BEFORE HEALTH  
CARE REFORM IS FINALLY  
PASSED. IT IS AN ISSUE THAT  
WILL AFFECT ALL AMERICANS --  
AND WILL AFFECT DIFFERENT  
PEOPLE DIFFERENTLY. BUT,  
REPUBLICANS AND DEMOCRATS**

**ARE AT LEAST STARTING ALONG  
THIS PATH TOGETHER.**

**HEALTH CARE IS AN ISSUE  
THAT CRIES OUT FOR  
BIPARTISAN COOPERATION.  
AND I HAVE BEEN SAYING FOR A  
LONG TIME, THAT IT WILL BE  
NEARLY IMPOSSIBLE TO PASS  
HEALTH REFORM LEGISLATION**

**WITHOUT IT.**

**AS MANY OF YOU MAY  
KNOW, SENATE REPUBLICANS  
HAVE BEEN HARD AT WORK ON  
THIS ISSUE FOR THREE YEARS  
NOW, SINCE THE START OF OUR  
TASK FORCE ON HEALTH,  
CHAired BY SENATOR CHAFEE  
OF RHODE ISLAND. AND, I SAY**

**WITH PRIDE, THAT SOME OF MY  
REPUBLICAN COLLEAGUES TAKE  
A BACK SEAT TO NO ONE WHEN  
IT COMES TO HEALTH CARE  
EXPERTISE AND COMPASSION.  
WE ARE, AND HAVE BEEN, FULLY  
COMMITTED TO REAL,  
MEASURABLE, PERMANENT  
REFORM OF OUR HEALTH CARE  
SYSTEM.**

**YOU DON'T HAVE TO BE AN  
EXPERT IN HEALTH CARE TO  
KNOW THAT IT IS AN ISSUE THAT  
AFFECTS EVERYBODY IN  
AMERICA. WHETHER IT IS THE  
FARMER IN KANSAS WHOSE SON  
HAS A COSTLY ILLNESS HE  
CAN'T GET AN INSURANCE  
COMPANY TO COVER, THE  
UNEMPLOYED AIRCRAFT**

**AND THAT COSTS WILL BE  
CONTAINED. BUT, THEY ALSO  
WANT TO KNOW THAT THE  
QUALITY, CHOICE, AND  
INNOVATION THAT  
CHARACTERIZES AMERICAN  
HEALTH CARE WILL CONTINUE  
TO BE A REALITY. AND, THEY  
DO NOT WANT THE PRICE OF  
THAT ASSURANCE TO BE THEIR**

**JOBS.**

**CLEARLY, WE NEED A  
SYSTEM THAT MEETS THE VERY  
DIVERSE NEEDS OF OUR  
CITIZENS. THE POINT IS TO  
MAKE IT AVAILABLE TO ALL AND  
TO LEAVE THE DECISIONS  
ABOUT HEALTH CARE IN THE  
HANDS OF THE INDIVIDUAL. I**

**HAVE CONGRATULATED THE  
PRESIDENT AND THE FIRST  
LADY, BOTH PUBLICALLY AND  
PRIVATELY, ON THE ENORMOUS  
TASK THEY HAVE UNDERTAKEN  
TO REFORM HEALTH CARE IN  
OUR COUNTRY.**

**IT SEEMS TO ME THAT WE  
HAVE AN OPPORTUNITY, AN**



**OBLIGATION, AND A  
RESPONSIBILITY TO START OFF  
GOING IN THE SAME DIRECTION.  
IF WE ARE GOING TO BE  
PLAYERS IN THIS GAME, WE  
HAVE TO GET ON THE FIELD. I  
THINK REPUBLICANS  
UNDERSTAND THAT IF  
SOMETHING IS PASSED, THE  
PRESIDENT -- WHOEVER HE OR**

**SHE MAY BE AT THE TIME -- WILL  
GET MOST OF THE CREDIT. BUT,  
MY VIEW IS THAT WE HAVE A  
LOT OF GOOD IDEAS ON THE  
REPUBLICAN SIDE. THERE'S  
ACTUALLY MORE THAN ONE  
REPUBLICAN PROPOSAL. EACH  
OF THESE EFFORTS IS A  
SERIOUS ATTEMPT TO RESERVE  
A SEAT AT THE TABLE WHEN**

**REAL NEGOTIATIONS BEGIN.  
BUT, AT THIS EARLY DATE, I  
TRULY BELIEVE THAT WE ARE  
STARTING THIS DEBATE IN  
GOOD FAITH.**

**AND LET'S FACE IT, HEALTH  
CARE IS AN EXTREMELY  
COMPLEX ISSUE.**

**I AM NOT HERE TO  
CRITICIZE THE ADMINISTRATION  
OR THE DETAILS OF THE  
CLINTON PLAN. ACTUALLY,  
THERE ARE MANY AREAS OF  
AGREEMENT BETWEEN THE  
PRESIDENT'S PLAN AND THE  
PLAN PUT FORWARD BY A  
NUMBER OF SENATE  
REPUBLICANS, MYSELF**

**INCLUDED. NO DOUBT, SOME  
ELEMENTS OF THE CLINTON  
PLAN WILL WORK AND SHOULD  
BE ENACTED -- FOR EXAMPLE,  
THE INSURANCE MARKET  
REFORMS, ADMINISTRATIVE  
SIMPLIFICATION, REFORM OF  
ANTI-TRUST LAWS, AND TORT  
REFORM.**

**BUT, NO DOUBT, THERE ARE  
SOME ELEMENTS OF THE  
CLINTON PLAN THAT WE NEED  
TO KNOW MORE ABOUT AND  
WEIGH THE TRADE-OFFS -- FOR  
EXAMPLE, THE CREATION OF  
MANDATORY PURCHASING  
COOPERATIVES, THAT REALLY  
TRANSLATE INTO MONOPOLIES.**

**AND STILL OTHER  
ELEMENTS WE KNOW FROM  
EXPERIENCE SIMPLY DO NOT  
WORK AND SHOULD BE AVOIDED  
AT ALL COSTS: PRICE  
CONTROLS AND GLOBAL  
BUDGETS, FOR EXAMPLE, HAVE  
PROVEN OVER TIME TO BE  
INEFFECTIVE IN KEEPING COSTS  
DOWN. I HAVE NEVER SEEN ANY**

**EVIDENCE TO THE CONTRARY.  
YET, THE PRESIDENT WANTS TO  
TRY THEM OUT AGAIN.**

**WE MUST ALSO BE  
CAUTIOUS AND HONEST WITH  
OURSELVES ABOUT WHERE THE  
MONEY WILL COME FROM TO  
PAY FOR THESE PLANS. THE  
PRESIDENT HAS PROMISED HIGH**



**TICKET ITEMS SUCH AS  
PRESCRIPTION DRUGS, LONG-  
TERM CARE, AND COVERING  
EARLY RETIREES FROM BIG  
BUSINESSES. WHEN YOU ADD  
UP ALL THESE NEW  
ENTITLEMENTS, THE SUM IS BIG  
SPENDING. CERTAINLY, THE  
LAST THING OUR CHILDREN  
NEED IS A NEW TAXPAYER**

**FINANCED, UNDERFUNDED  
ENTITLEMENT PROGRAMS ON  
THEIR BACKS.**

**I DO NOT VIEW OUR  
REPUBLICAN PROPOSAL AS A  
THREAT OF GRIDLOCK. RATHER,  
IT IS A CONSTRUCTIVE EFFORT  
TO REFLECT HONEST  
DIFFERENCES OF OPINION AS**

**TO HOW TO ACHIEVE OUR  
COMMON GOAL OF PROVIDING  
ACCESS TO CARE TO ALL  
AMERICANS. FUNDAMENTALLY,  
WE BELIEVE THAT IF YOU GIVE  
BUSINESSMEN AND WOMEN AND  
INDIVIDUALS THE TOOLS THEY  
NEED TO GAIN ACCESS TO  
REASONABLY PRICED HEALTH  
CARE COVERAGE, THEY WILL**

**TAKE THAT OPPORTUNITY,  
WITHOUT GOVERNMENT  
INTERVENTION OR MANDATES.**

**MY HOME STATE OF  
KANSAS, FOR EXAMPLE, HAS  
APPROXIMATELY 66,000 FIRMS.  
NINETY-NINE PERCENT OF  
THESE FIRMS HAVE FEWER  
THAN 250 EMPLOYEES. THERE**

**ARE ONLY ABOUT 60 FIRMS  
WITH MORE THAN 1,000  
EMPLOYEES. SO, WHEN I HEAR  
PLANS TO MANDATE ALL  
EMPLOYERS TO PAY 80% OF THE  
COST OF HEALTH INSURANCE  
FOR ALL THEIR EMPLOYEES, I  
SEE REAL PAYROLL COST  
INCREASES AND REAL JOB  
LOSSES. BY SOME ESTIMATES,**

**AN EMPLOYER MANDATE IN  
KANSAS COULD COST UP TO  
190,000 JOBS.**

**THIS IS A MAJOR STICKING  
POINT BETWEEN REPUBLICANS  
AND THE ADMINISTRATION. I DO  
NOT SEE EMPLOYER MANDATES  
AS THE SOLUTION TO HEALTH  
CARE COVERAGE,**

**PARTICULARLY DURING THIS  
PERIOD OF SLOW ECONOMIC  
RECOVERY.**

**I DO NOT MEAN TO  
SUGGEST THAT I AM OPPOSED  
TO EMPLOYER BASED HEALTH  
INSURANCE. IN FACT, I  
STRONGLY BELIEVE WE SHOULD  
DO ANYTHING WE CAN TO**

**ASSIST BOTH EMPLOYERS AND  
EMPLOYEES TO GAIN ACCESS  
TO INSURANCE COVERAGE.**

**ADMITTEDLY, THERE IS  
MUCH THE GOVERNMENT CAN  
DO TO CREATE REAL  
COMPETITION AND PRICE  
SENSITIVITY. THERE ARE ALSO  
SITUATIONS WHERE**



**INDIVIDUALS WILL NEED THE  
DIRECT FINANCIAL ASSISTANCE  
OF THE GOVERNMENT. OUR  
REPUBLICAN PLAN DOES THIS.**

**REPUBLICANS ALSO DO  
NOT PROMISE THAT WE CAN  
SOLVE ALL THE PROBLEMS  
RIGHT AWAY. BUT, WE BELIEVE  
WE ARE CLEARLY HEADED IN**

**THE RIGHT DIRECTION.**

**WE ALL AGREE THAT  
UNIVERSAL ACCESS AND  
CONTAINMENT OF COSTS ARE  
OUR GOALS. THE CHALLENGE  
NOW IS TO DEVELOP A FAIR AND  
EQUITABLE HEALTH CARE  
STRATEGY TO MAKE HEALTH  
CARE AVAILABLE THROUGH A**

# **COMPETITIVE PRIVATE SECTOR HEALTH CARE SYSTEM.**

**PERHAPS THE REAL  
CHALLENGE IS TO ACCOMPLISH  
THIS WITHOUT RAVAGING THE  
ECONOMY -- WITHOUT HURTING  
BUSINESS -- AND WITHOUT  
FURTHER STRAINING OUR  
BANKRUPT BUDGET.**

**AND DURING THIS  
PROCESS, WE CANNOT FORGET  
THAT AMERICA IS THE WORLD  
LEADER IN HEALTH CARE. OUR  
TECHNOLOGIES AND  
INNOVATIONS -- OUR PROVIDERS  
-- AND OUR INDUSTRY EXPERTS  
ARE SECOND TO NONE. I DO  
NOT MEAN IT LIGHTLY WHEN I  
SAY THAT WHEN REFORMING**

**OUR HEALTH CARE SYSTEM, WE  
MUST BE EXTREMELY CAREFUL  
TO PRESERVE THESE MANY  
GOOD QUALITIES.**

**I AM CONFIDENT THAT  
WHAT WILL ULTIMATELY  
EMERGE FROM THIS  
DISCUSSION IS A BIPARTISAN  
PLAN THAT WILL ADDRESS THE**

**NEEDS OF THE AMERICAN  
PEOPLE. BUT, TO GET IT RIGHT  
WILL TAKE TIME.**

**THE LAST THING WE NEED  
IS FOR THE DEBATE TO  
DISINTEGRATE INTO A POLITICAL  
CONTEST. IF IT DOES, THE  
AMERICAN PEOPLE WILL BE THE  
LOSERS. THE AMERICAN**

**PEOPLE WANT ANSWERS AND  
SOLUTIONS, AND THEY DON'T  
CARE WHICH PARTY TAKES  
CREDIT. NO DOUBT, THAT  
MEANS WE ALL HAVE TO WORK  
TOGETHER.**

**LET ME CLOSE BY SAYING I  
AM CONVINCED THAT REFORM  
CAN TAKE PLACE -- AND I AM**

**CONVINCED THAT IT CAN BE  
DONE WITHOUT CREATING  
MORE REGULATIONS OR  
ANOTHER GOVERNMENT  
PROGRAM.**

**AGAIN, I APPLAUD THE  
PRESIDENT AND THE FIRST LADY  
FOR THEIR WORK IN THIS AREA  
AND LOOK FORWARD TO WORK**



**TOGETHER ON WHAT WILL  
PROBABLY BE THE MOST  
IMPORTANT LEGISLATIVE ISSUE  
THIS DECADE.**

Sept 28

Tuesday, September 28, 1993

11:00 a.m. S-230

Senator Dale

60 people

pitchers of OJ, apple juice

Coffee

Cookies

Tues, Sept 28

September 21, 1993

daybook  
(COFFEE)

TO: SENATOR DOLE  
FROM: MARCIE ADLER  
RE: WESTERN KANSAS CHAMBER OF COMMERCE

MONDAY & TUESDAY  
SEPTEMBER 27 & 28

BACKGROUND

- 0 I AM SCHEDULING INDIVIDUAL TOWNS TO MEET WITH OUR STAFF ON MONDAY AND TUESDAY.
- 0 LAST YEAR, YOU HELD A COFFEE FOR THE GROUP ON TUESDAY MORNING. ON AN EARLIER MEMO, YOU ASKED THAT I CHECK WITH YOU LATER.
- 0 YOU ARE SCHEDULED TO BE OUT OF TOWN ON MONDAY.

TUESDAY MORNING, YOU HAVE A SPEECH AT 9:50 A.M. AT THE HYATT REGENCY, CAPITOL HILL.

DO YOU WANT TO SCHEDULE A GROUP COFFEE ON TUESDAY MORNING?

\_\_\_\_\_ YES

\_\_\_\_\_ NO

TIME \_\_\_\_\_

*Can't schedule  
maybe on  
11.*

*juice  
Coffee and Cookies  
60 people*