

TO: Senator Dole  
FR: Kerry

RE: Non-Profit Legal and Tax Conference  
March 3, 1994

\*Annual event organized by George Webster. Audience of approximately 500.

\*Mr. Webster asked you to discuss health care. Attached talking points are based on your Wednesday floor remarks.

\*Senator Roth speaks Thursday morning. Other speakers include Congressman Rangel and Bill Gradison.

March 1, 1994

M E M O R A N D U M

TO: SENATOR DOLE

FROM: NINA OVIEDO *Nina*

COPY TO: KERRY, VICKI

SUBJECT: SPEECH -- WASHINGTON NON-PROFIT LEGAL & TAX CONFERENCE

*George Elmer*  
*John*

You are scheduled to speak at the Annual Washington Non-Profit Legal & Tax Conference, Thursday, March 3 at 12:30 p.m. The Conference is scheduled March 3 - 4 at the J.W. Marriott.

According to George Webster, they would like to hear your views on current "Washington" issues with an emphasis on health care. George will introduce you.

Also scheduled to speak at the conference are Senator Roth, Congressman Rangel and Bill Gradison.

**SENATOR BOB DOLE  
NON-PROFIT LEGAL  
AND TAX CONFERENCE**

**MARCH 3, 1994**

**\*IT'S A PLEASURE TO BE  
HERE AGAIN. I REMEMBER  
WHEN YOU WERE HERE LAST  
YEAR, THE HEALTH CARE  
DEBATE WAS JUST GETTING  
STARTED.**

**\*WE'RE A LITTLE BIT  
FURTHER DOWN THE ROAD  
NOW, AND I THINK WE'VE MADE  
SOME PROGRESS IN  
DISCOVERING JUST WHAT  
NEEDS TO BE FIXED.**

**\*WE ALSO HAVE WASTED  
SOME TIME--THE  
ADMINISTRATION SPENT WEEKS  
ARGUING WHETHER OR NOT WE**

**HAD A CRISIS OR A SERIOUS  
PROBLEMS. THE DEMOCRAT  
NATIONAL COMMITTEE EVEN  
RAN ADS SAYING THE  
REPUBLICANS THINK WE ONLY  
HAVE A SERIOUS PROBLEM AND  
NOT A CRISIS.**

**\*WHAT I HAVE SAID AND  
CONTINUE TO SAY, IS THAT WE  
HAVE THE BEST HEALTH CARE**

**DELIVERY SYSTEM IN THE**

**WORLD. PEOPLE COME HERE  
FROM ALL OVER THE WORLD.**

**\*BUT NO DOUBT ABOUT IT.  
SOME PEOPLE IN AMERICA FALL  
THROUGH THE CRACKS. SOME  
PEOPLE ARE NOT COVERED. SO  
WE'VE GOT SOME  
IMPROVEMENTS TO MAKE.**

**\*AND IN JUST A FEW  
HOURS, ABOUT 33 REPUBLICAN  
SENATORS, SOME REPUBLICAN  
MEMBERS OF THE HOUSE, AND  
A FEW REPUBLICAN  
GOVERNORS, WILL GO TO  
ANNAPOLIS, WHERE WE WILL  
DISCUSS HEALTH CARE FROM  
THIS AFTERNOON THROUGH  
THIS EVENING, AND GO AT IT**

**AGAIN TOMORROW.**

**\*THE PURPOSE OF THIS  
CONFERENCE--THE THIRD WE  
HAVE HAD ON HEALTH CARE--IS  
TO DETERMINE HOW MANY  
AREAS WE CAN AGREE ON, AND  
TO TRY AND RESOLVE OUR  
AREAS OF DISAGREEMENTS.**

**\*WE DO NOT EXPECT TO  
COME OUT WITH TOTAL**



**UNANIMITY. THIS IS A VERY  
DIFFICULT ISSUE. WE DO  
EXPECT TO HAVE SOME GOOD  
DISCUSSIONS, MEMBER-TO-  
MEMBER DISCUSSIONS WITHOUT  
STAFF, WITHOUT ANYBODY  
ELSE, TO SEE PRECISELY  
WHERE WE ARE IN THE  
PROCESS, AND WHERE WE  
THINK WE NEED TO BE GOING.**

**\*HAVING SAID THAT, I THINK  
THERE'S NO QUESTION THAT  
THE PRESIDENT'S PLAN IS IN  
DEEP TROUBLE. TWO POLLS  
RELEASED YESTERDAY SHOW  
THAT, FOR THE FIRST TIME,  
MORE AMERICANS OPPOSE THE  
PRESIDENT'S PLAN, THEN  
SUPPORT IT.**

**\*THE FACT IS THAT THE  
MORE AMERICANS LEARN  
ABOUT THE PRESIDENT'S PLAN,  
THE MORE THEY DON'T LIKE IT.  
AND FOR GOOD REASON. IT'S  
TOO COMPLICATED.**

**\*EVEN PEOPLE WHO MAY  
BENEFIT FROM THE  
PRESIDENT'S HEALTH CARE  
PLAN ARE SKEPTICAL OF**

**TURNING ONE-SEVENTH OF THE  
TOTAL ECONOMY TO THE  
FEDERAL GOVERNMENT.**

**\*THE POINT IS THAT THE  
PRESIDENT'S PROGRAM IS  
LOSING SUPPORT, AND WILL  
CONTINUE TO LOSE SUPPORT  
BECAUSE THE AMERICAN  
PEOPLE CANNOT RECALL THE  
LAST THING THE GOVERNMENT**

**OPERATED THAT THEY THOUGHT  
WAS SATISFACTORY OR THEY  
WANTED MORE OF.**

**\*DON'T GET ME WRONG.**

**REPUBLICANS--JUST LIKE  
DEMOCRATS--UNDERSTAND  
THERE ARE VERY SERIOUS  
PROBLEMS IN OUR HEALTH  
CARE DELIVERY SYSTEM. WE**

**WANT TO ADDRESS THOSE  
PROBLEMS.**

**\*BUT WE ARE A LITTLE  
SKEPTICAL ABOUT A PLAN  
WHERE EVERYBODY IS GOING  
TO GET MORE, BUT NOBODY IS  
GOING TO PAY MORE.**

**\*I AM A MEMBER OF THE  
SENATE FINANCE COMMITTEE,  
AND HAVE ATTENDED EVERY**

**COMMITTEE MEETING. WE ARE  
HAVING OUTSTANDING  
WITNESSES. THEY ARE THERE  
NOT BECAUSE THEY'RE  
DEMOCRATS, REPUBLICANS OR  
INDEPENDENTS--THEY'RE THERE  
BECAUSE THEY ARE EXPERTS IN  
HEALTH CARE.**

**\*AND ONE THING THE  
HEARINGS HAVE MADE CLEAR IS**

**THAT THE FIRST THING TO GO  
WILL BE THE MANDATORY  
ALLIANCES. THERE IS SIMPLY  
NO SUPPORT TO HAVE THESE  
NEW BIG BUREAUCRACIES IN  
WISCONSIN OR KANSAS OR  
CALIFORNIA**

**\*AND WE'RE OPPOSED TO  
PRICE CONTROLS.  
REPUBLICANS ARE EXPERT ON**



**PRICE CONTROLS, BECAUSE  
THEY WERE LAST IMPOSED  
WHEN PRESIDENT NIXON WAS IN  
THE WHITE HOUSE. I HAPPENED  
TO BE CHAIRMAN OF THE  
REPUBLICAN PARTY AT THE  
TIME. IT SOUNDED GREAT FOR  
A WHILE, BUT THEN WE  
STARTED MAKING EXEMPTIONS  
AND EXCEPTIONS. AND ONCE**

**WE TOOK THE CONTROLS OFF,  
PRICES WENT THROUGH THE  
ROOF.**

**\*SO PRICE CONTROLS ARE  
NOT THE WAY TO GO, WHETHER  
ON INSURANCE, OR DRUGS, OR  
DOCTORS, OR HOSPITALS. WE  
NEED TO LEAVE IT UP TO THE  
MARKETPLACE.**

**\*IN FACT, MANY PEOPLE  
ARE TELLING US THAT IF  
CONGRESS DOES NOT HURRY  
AND GET TO THIS HEALTH CARE  
PROBLEM, IT IS GOING TO  
SOLVE ITSELF. INSURANCE  
COMPANIES ARE MAKING  
CHANGES, PHARMACEUTICAL  
COMPANIES ARE MAKING  
CHANGES, DOCTORS,**

**HOSPITALS, PROVIDERS UP AND  
DOWN THE LINE ARE MAKING  
CHANGES.**

**\*LET ME JUST END BY  
REPEATING WHAT I HEAR AGAIN  
AND AGAIN WHEN I MEET WITH  
KANSANS AND ORDINARY  
PEOPLE ACROSS THE COUNTRY.  
THEY ASK ME, "BOB, WHY ARE  
WE CHANGING 100% OF THE**

**SYSTEM, WHEN ONLY 15% OF  
THE SYSTEM NEEDS FIXING."**

**\*IT'S A GOOD QUESTION,  
AND MORE AND MORE PEOPLE  
ARE REALIZING EACH DAY THAT  
PRESIDENT CLINTON AND HIS  
ADMINISTRATION DON'T HAVE  
THE ANSWER.**

**SPEAK**

This document is from the collections at the Dole Archives, University of Kansas  
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Thursday - March 3, 1994  
Friday - March 4

LAW OFFICES  
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J. COLEMAN BEAN  
ARTHUR L. HEROLD  
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OF COUNSEL  
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ASSOCIATION ADVISOR  
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**\$2,000. Honorarium**  
anytime between 12:00 - 2:00 p  
(would prefer 12:30) flexible

July 13, 1993

*Handwritten initials/signature*

Honorable Robert J. Dole  
United States Senator  
Senate Hart Office Building  
Washington, D. C. 20510

Dear Senator:

Since you receive the highest ratings of any speaker at the annual Washington Non-Profit Legal & Tax Conference, we certainly hope you can Speak at the 1994 Conference scheduled for March 3 and 4 at the J. W. Marriott Hotel.

As you will recall, there are generally about 500 people in attendance from the non-profit community, representing all segments thereof. In 1994 we anticipate there will be a slight increase in attendance.

We, of course, will continue the \$2,000 honorarium which can be paid in any way you would like to have it and you can advise us as to the charity of your choice for such payment.

I certainly hope you can participate again in 1994.

Sincerely,  
*Signature*  
George D. Webster  
Program Chairman

GDW:jh

*Hope you can come since you are the outstanding attraction.*

7-22-93 Interview letter