

April 21, 1994

M E M O R A N D U M

TO: SENATOR DOLE
FROM: NINA OVIEDO *Nina*
SUBJECT: SPEECH TO NATIONAL ASSOCIATION OF REALTORS

You are scheduled to speak to the National Association of Realtors on Friday, April 22, 1994 at 10:00 a.m. They expect about 500 persons to attend. Nestor Weigand, Past President of the NAR will introduce you. (Bob Elrod from Florida is the current President.) The meeting is open to the Press.

They are most interested in your views on health care -- how and where it's going. Specifically, they are interested in portability and pre-existing conditions. In addition, the realtors believe they are in a somewhat unique position with regard to their current health care coverage. Forty percent of their members are covered under their spouses' insurance; the realtors are concerned that as self-employed persons they will no longer be covered under their spouses' plan, rather they will be out of pocket for their own insurance. (I don't know that they're that unique, under the Administration's plan some 40 percent will be paying more.)

On the tax front they are concerned over the Administration's independent contractor proposal and they favor 100 percent deductibility for the self-employed. The Administration's plan has the Treasury department redefining the term "independent contractor." It will be the Treasury Department that will determine whether the realtors are employees or self-employed. The general consensus is that no one trusts Treasury or the IRS to make the appropriate determination.



NATIONAL ASSOCIATION OF REALTORS®

The Voice for Real Estate®

Fri, April 22

NATIONAL ASSOCIATION OF REALTORS®
777 14th Street, N.W.
Washington, D.C. 20005-3271

Robert H. Elrod, President
Dr. Almon R. Smith, CAE, Executive Vice President
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SPEAK
2 1 1
Plenty by
Car

March 28, 1994

btw 9:00 am - 12:00 Noon

*Sheraton - Washington
'Woodley*

10:00

9:00 Conni Mack

The Honorable Robert Dole
United States Senate
Washington, DC 20510

Dear Senator Dole:

On behalf of the 750,000 members of the NATIONAL ASSOCIATION OF REALTORS® I would like to invite you to address the membership of the NAR Legislative & Political Forum during the Mid Year Meeting in Washington, DC. The Forum will meet on Friday morning, April 22nd from 9:00 am to 12:00 noon. We would be happy to accommodate your schedule anytime during that period.

The NAR Mid Year meeting has an annual attendance of over 7,000 members, many of whom come to Washington for the specific purpose of hearing the latest legislative news and meeting with their Members of Congress to deliver the Realtor® message. The Legislative & Political Forum is a gathering of about 500 of our most politically active members who are interested in hearing first-hand political insight from experts such as yourself. This Forum would be an excellent opportunity for you to outline the agenda for the closing months of this Congress and address some of the hot issues. The proposed structure for your presentation would be a 20 minute speech, followed by a short question and answer period.

We appreciate your consideration of this invitation and look forward to hearing from you. For scheduling and coordinating purposes, your staff may contact Jake Kuitwaard (202)383-7521 or Jill Masich (202)383-7515.

Omnia Shareham
Regency Patron - Lower level

Sincerely,

Robert H. Elrod
President

Confidential w/ Code 4.24



SENATOR BOB DOLE

TALKING POINTS

**NATIONAL ASSOCIATION OF
REALTORS**

***THANK YOU. IT'S A SPECIAL
PLEASURE TO BE INTRODUCED
BY MY GOOD FRIEND, NESTOR
WEIGAND.**

***THEY SAY THAT THE MOST
IMPORTANT THING IN YOUR
BUSINESS IS LOCATION,
LOCATION, LOCATION. WELL, THE
MOST IMPORTANT THING IN MY
BUSINESS IS HOW MANY VOTES
YOU HAVE.**

HEALTH CARE

***AND WHEN IT COMES TO
HEALTH CARE, NOBODY--NOT THE**

**P R E S I D E N T , N O T T H E
R E P U B L I C A N S -- H A S T H E V O T E S
T O P A S S A P L A N R I G H T N O W .**

***S O M E T I M E S I B E L I E V E I N
P O L L S , A N D S O M E T I M E S I D O N ' T .
A N D N O D O U B T A B O U T I T , I
B E L I E V E I N T H E G A L L U P P O L L O N
H E A L T H C A R E T H A T W A S
R E L E A S E D T H I S W E E K .**

***I BELIEVE IT BECAUSE THE
NUMBERS SUPPORT WHAT I
HEARD IN KANSAS, CALIFORNIA,
NEVADA, IOWA, FLORIDA,
ALABAMA, AND LOUISIANA
DURING THE RECENT EASTER
RECESS.**

***AND THE NUMBERS SHOW
THAT PUBLIC SUPPORT FOR THE
PRESIDENT'S PLAN IS NOW AT**

**IT'S LOWEST LEVEL EVER--43%.
OPPOSITION NOW STANDS AT
47%.**

***NOW, THE PRESIDENT--WHO
IS A GREAT SALESMAN--THE
FIRST LADY, AND THE CABINET,
HAVE BEEN OUT PUSHING THIS
PLAN FOR A YEAR--AND SUPPORT
FOR IT CONTINUES TO DROP.
THE FACT IS THAT THE**

**PRESIDENT MAY BE A GREAT
SALESMAN, BUT YOU CAN'T SELL
A BAD PRODUCT.**

***AND THE AMERICAN PEOPLE
KNOW A BAD PRODUCT WHEN
THEY SEE IT.**

***40% SAY THAT THEY WILL
BE WORSE OFF UNDER THE
CLINTON PLAN, AND ONLY 19%
SAY THEY WILL BE BETTER OFF.**

***AN OVERWHELMING 74%
SAY THAT CONGRESS SHOULD
EITHER MAKE MAJOR CHANGES
TO THE CLINTON PLAN OR
REJECT IT.**

***BY NEARLY A 2-1 MARGIN,
AMERICANS PREFER A PLAN THAT
OFFERS ACCESS TO COVERAGE
OVER ONE THAT GUARANTEES
COVERAGE.**

***AND BY A 60%-37% MARGIN,
AMERICANS WOULD RATHER SEE
HEALTH REFORM IMPLEMENTED
GRADUALLY OVER SEVERAL
YEARS, RATHER THAN PASS THIS
YEAR.**

***I THINK THESE POLL
RESULTS REFLECT THE FACT
THAT AMERICANS ARE FEARFUL
OF MORE GOVERNMENT, MORE**

**BUREAUCRACIES, AND MORE
MANDATES.**

***THE REAL HEAVY LIFTING
ON HEALTH CARE HAS NOW
BEGUN. AND IT'S ABOUT TIME.
WE SPENT TWO MONTHS IN THIS
TOWN DEBATING WHETHER OR
NOT WE HAD A HEALTH CARE
CRISIS OR JUST A SERIOUS
PROBLEM.**

***DEMOCRATS SAID THAT IF
YOU DIDN'T SAY THE MAGIC
WORD--"CRISIS"--THEN YOU WERE
UNQUALIFIED TO HELP FIND A
SOLUTION.**

***THANK GOODNESS WE'VE
MOVED PAST THAT. NOW ALL
FINANCE COMMITTEE MEMBERS
ARE MEETING TOGETHER EVERY
TUESDAY AND THURSDAY TO**

WALK THROUGH ISSUE BY ISSUE.

***FOR THE LAST YEAR AND A
HALF, WE'VE ALL SAID THAT WE
AGREE TO CERTAIN THINGS, LIKE
INSURANCE MARKET REFORMS,
NO EXCLUSIONS FOR THOSE
WITH PRE-EXISTING CONDITIONS,
PORTABILITY, AND SO ON.**

***NOW WE WANT TO MAKE
CERTAIN THAT WE TRULY ARE IN**

AGREEMENT ON THESE ISSUES.

**I WANT TO MAKE CERTAIN THAT
MY DEFINITION OF PORTABILITY
IS THE SAME AS SENATOR
MITCHELL'S DEFINITION OF
PORTABILITY.**

***THE NEXT 45 DAYS WILL BE
CRUCIAL. AND I PLAN ON
REMINDING MY DEMOCRAT
FRIENDS OF THOSE POLL**

NUMBERS--AND OF THE FACT
THAT AMERICANS WANT US TO
GET THIS RIGHT. THERE'S NO
NEED TO PASS A BILL JUST TO
PASS A BILL. CONGRESS GOES
ON FOREVER. WE'LL BE HERE
NEXT YEAR, AND THE YEAR AFTER
THAT, AND THE YEAR AFTER
THAT.

***SO, LET'S BE CAREFUL--AND
LET'S NOT TURN 100% OF OUR
HEALTH CARE SYSTEM INSIDE
OUT JUST TO FIX PROBLEMS
THAT AFFECT ONLY 15% OF
AMERICANS.**

BOSNIA:

***I'VE BEEN THINKING A LOT
THESE PAST DAYS ABOUT MY**

**FRIEND, RICHARD NIXON. AND IF
THERE'S ONE PRINCIPLE THAT
RICHARD NIXON STOOD FOR
THROUGHOUT HIS CAREER, IT IS
THE PRINCIPLE OF AMERICAN
LEADERSHIP.**

***IN A FEW MONTHS, I'LL BE
GOING TO NORMANDY, FOR THE
CELEBRATION MARKING THE 50TH
ANNIVERSARY OF D-DAY.**

***D-DAY WAS THE ULTIMATE
EXAMPLE OF AMERICAN
LEADERSHIP, AND I CAN'T HELP
BUT WONDER IF WE CAN HOLD
OUR HEADS HIGH WHEN WE
RETURN, BECAUSE IT APPEARS
TO ME THAT THE PRESENT
ADMINISTRATION THINKS THAT
U.S. INTERESTS ARE LESS**

**IMPORTANT THAN U.N.
INTERESTS.**

***AND BOUTROS-BOUTROS
GHALI MAY BE A NICE MAN, BUT
THE LAST TIME I CHECKED, HE
HADN'T BEEN ELECTED TO ANY
OFFICE BY THE AMERICAN
PEOPLE.**

***THERE IS A PRICE TO PAY
FOR LEADERSHIP--A PRICE IN**

**LIVES LOST, AND DOLLARS
SPENT--BUT AMERICA HAS
ALWAYS BEEN WILLING TO PAY
THAT PRICE, AND THE WORLD IS
SAFER, FREER, AND BETTER
BECAUSE OF IT.**