

TO: Senator Dole
FR: Kerry

RE: Y Group
Wednesday, September 9
7:30 p.m.

*You will be speaking to about 60-70 corporate CEO's and senior business leaders.

*A copy of the program is attached.

*You will be following Senators Bradley and Kerrey.

*I spoke with Sandy Trowbridge today who said that he assumed Bradley and Kerrey would be promoting Clinton and bashing Bush, and hoped you would provide a counterpoint.

*Attached talking points contain some of the points made in your Houston speech.

*The event is off-the-record and very informal. Sandy said the more time for Q&A, the better.

OK

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Y GROUP MEETING
September 9-10, 1992
ANA Westin Hotel, 2401 M Street N.W.

"The Meaning of Change - 1992"

National and local candidates increasingly advocate "change" for the future - what do they mean, and what are the resulting implications of such change? Our panel of expert observers will set the stage, followed by responsible leaders who are agents of change, both now and in the future.

Wednesday, September 9

5:00-6:15 p.m.: Panel Discussion

- Senator Howard Baker (R-Tenn) - former Minority Leader of the U.S. Senate and Chief of Staff to President Ronald Reagan.

- Elizabeth Drew - Washington Correspondent for The New Yorker Magazine and TV panelist.

- Norman Orenstein - Resident Scholar, The American Enterprise Institute, and PBS political commentator.

- Hedrick Smith - Pulitzer Prize winning author ("The Power Game", The New Russians") and TV commentator, former Washington Bureau Chief of The New York Times.

6:30-7:30 p.m. - A Democratic View

- Senator Bill Bradley (D-New Jersey)
- Senator Robert Kerrey (D-Nebraska)

7:30-9:00 p.m. - A Republican View

- Senator Robert Dole (R-Kansas), Minority Leader

Thursday, September 10 - The Budget and the Deficit

7:30 a.m. (Breakfast)

- Senator Lloyd Bentsen (D-Texas), Chairman, Senate Finance Committee
- *Richard Darman, Director, Office of Management and Budget

*Invited

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GFV Communications Inc./Valassis

SENATOR BOB DOLE

TALKING POINTS

"Y GROUP"

SEPTEMBER 9, 1992

***THANK YOU. IT'S A
PLEASURE TO BE ABLE TO MEET
WITH SUCH A DISTINGUISHED
GROUP OF BUSINESS LEADERS.**

***YOU COME TO WASHINGTON
IN A VERY EXCITING TIME.**

**AMERICANS ARE WATCHING
AND LISTENING AS TWO PEOPLE
COME TO US, SAYING THAT
THEY'RE BETTER THAN THEIR
OPPONENT, AND ASKING FOR
OUR TRUST. BUT ENOUGH
ABOUT MURPHY BROWN AND
DAN QUAYLE.**

***SERIOUSLY, FOR THE NEXT
55 DAYS OR SO, THE ONLY ITEM**

**OF REAL BUSINESS HERE IN
WASHINGTON WILL BE THE
ELECTION.**

***I KNOW IT WON'T COME AS A
SURPRISE TO ANYONE TO SAY
THAT I'M VOTING FOR GEORGE
BUSH, AND THAT I HOPE ALL OF
YOU DO THE SAME.**

***I KNOW YOUR THEME TODAY
IS "THE MEANING OF CHANGE."**

**AND NO DOUBT ABOUT IT, THE
MEDIA HAS CONCLUDED THAT
AMERICANS ARE FED UP WITH
THE STATUS QUO AND THAT THE
MOST IMPORTANT WORD IN THIS
ELECTION IS "CHANGE."**

***AND ALL THE CANDIDATES
HAVE THEIR PRESCRIPTION FOR
CHANGE. PRESIDENT BUSH
SAYS CHANGE CONGRESS.**

**GOVERNOR CLINTON SAYS
CHANGE THE WHITE HOUSE.
AND ROSS PEROT IS STILL
CHANGING HIS MIND.**

***THE BIGGEST CHANGE WE
NEED, HOWEVER, IS A CHANGE
IN THE ECONOMY.**

***THE OLD ADAGE IS TRUE.
PEOPLE DO TEND TO VOTE
THEIR POCKETBOOKS. AND A**

**LOT OF PEOPLE'S
POCKETBOOKS AREN'T TOO
FULL RIGHT NOW.**

***AND THE BIGGEST
CHALLENGE FACING PRESIDENT
BUSH IS CONVINCING
AMERICANS THAT HE CAN GET
THE ECONOMY BACK ON TRACK.**

***THERE'S ANOTHER WORD
THAT'S IMPORTANT IN THIS**

**ELECTION. AND THAT WORD IS
"TRUST."**

***AND THE BIGGEST
CHALLENGE FACING GOVERNOR
CLINTON IS CONVINCING THE
AMERICAN PEOPLE THAT HE
CAN BE TRUSTED, GIVEN HIS
TOTAL INEXPERIENCE IN
FOREIGN POLICY, AND GIVEN
HIS RECORD OF ARTFULLY**

**SKIRTING AROUND THE TRUTH
ON OCCASION.**

***I BELIEVE IT'S GOING TO BE
A CLOSE ELECTION. THE POLLS
ARE ALL OVER THE MAP RIGHT
NOW, GIVING GOVERNOR
CLINTON ANYWHERE FROM A 20
POINT LEAD TO A 5 POINT LEAD.**

***I KEEP TELLING PRESIDENT
BUSH NOT TO WORRY ABOUT**

THE POLLS. BECAUSE IF THEY
WERE RIGHT IN 1988, I'D BE
RUNNING FOR MY SECOND
TERM AS PRESIDENT THIS YEAR.

***I DO THINK PRESIDENT BUSH**
WILL WIN, AND I THINK IT'S
CRITICALLY IMPORTANT TO
AMERICA'S FUTURE THAT HE
DOES WIN.

***IF IT'S CHANGE THE
AMERICAN PEOPLE WANT, THEN
THE BEST WAY TO GET IT IS TO
GIVE PRESIDENT BUSH A
REPUBLICAN HOUSE AND A
REPUBLICAN SENATE.**

***I FIND IT HARD TO BELIEVE
THAT MY DEMOCRAT FRIENDS
CALL THEMSELVES THE PARTY
OF CHANGE WHEN THEY'VE**

**CONTROLLED THE SENATE FOR
50 OF THE PAST 60 YEARS, AND
THE HOUSE FOR 56 OF THE
PAST 60 YEARS.**

***TO PARAPHRASE WINSTON
CHURCHILL, "NEVER BEFORE
HAVE SO MANY DONE SO LITTLE
FOR SO LONG."**

***IT IS THE DEMOCRAT
CONGRESS THAT HAS STOOD IN**

**THE WAY OF PRESIDENT BUSH
AND IN THE WAY OF CHANGE.**

***FROM EDUCATION TO
HEALTH CARE TO CRIME TO
ENTERPRISE ZONES, PRESIDENT
BUSH HAS PROPOSED CHANGE,
AND THE DEMOCRATS SAID NO.**

***THERE'S A GOOD EXAMPLE
UP IN THE SENATE THIS WEEK.**

***FOR THE BETTER PART OF**

**THIS DECADE, REPUBLICANS
HAVE TRIED TO GET
LEGISLATION TO THE FLOOR
WHICH WOULD REFORM OUR
PRODUCTS LIABILITY SYSTEM.**

***OUR SYSTEM REWARDS THE
ATTORNEY AND NOT THE VICTIM.
INSTEAD OF HAVING ONE
UNIFORM LAW, WE HAVE 51
SEPARATE LAWS. AND THE**

**RESULT IS THAT PRODUCT
LIABILITY COSTS IN AMERICA
ARE 20 TIMES HIGHER THAN IN
EUROPE, AND 15 TIMES HIGHER
THAN IN JAPAN.**

***AND THE LOSERS IN THE
PROCESS ARE THE CONSUMERS
WHO PAY HIGHER PRICES OR
WHO CAN'T BUY PRODUCTS
WHICH ARE KEPT OFF OUR**

**MARKET, AND THE EMPLOYEES
WHO HAVE TO BE LAID OFF
BECAUSE OF INSURANCE
EXPENSES.**

***FOR A DECADE, WE HAVEN'T
BEEN ABLE TO GET A SIMPLE UP
OR DOWN VOTE, BECAUSE THE
AMERICAN TRIAL LAWYERS
ASSOCIATION PULLS THE
STRINGS OF THE DEMOCRAT**

LEADERSHIP.

***WHILE BOTH PRESIDENT
BUSH AND GOVERNOR CLINTON
SAY THEY'RE FOR CHANGE,
THERE IS ONE GIGANTIC
DIFFERENCE.**

***PRESIDENT BUSH WANTS TO
GIVE YOU THE POWER TO MAKE
CHANGE. HE WANTS YOU TO
HAVE THE POWER TO START A**

**BUSINESS...TO RUN IT WITHOUT
GOVERNMENT
INTERFERENCE...TO CREATE
JOBS...TO SAVE AND INVEST
MORE OF YOUR MONEY...TO
CHOOSE THE SCHOOLS THAT
ARE BEST FOR YOUR
CHILDREN...AND THE JOB
BENEFITS THAT ARE BEST FOR
YOU.**

***GOVERNOR CLINTON WANTS
TO GIVE BUREAUCRATS THE
POWER TO MAKE CHANGE.
UNDER A CLINTON
ADMINISTRATION, THOSE THAT
LIVE ON THE BANKS OF THE
POTOMAC WOULD DECIDE HOW
YOU RUN YOUR BUSINESS...
THEY WOULD DECIDE WHERE
YOU SHOULD SEND YOUR KIDS**

**TO SCHOOL...THEY SHOULD
DECIDE WHAT TYPE OF JOB
BENEFITS YOU SHOULD OFFER
YOUR EMPLOYEES.**

***AND LET ME JUST SAY A
QUICK WORD ABOUT FOREIGN
POLICY. I KNOW THAT FOREIGN
POLICY ISN'T THE MOST
IMPORTANT ISSUE RIGHT NOW,
BUT I THINK WHEN AMERICANS**

**ENTER THE VOTING BOOTH,
THEY WILL ASK THEMSELVES
WHO THEY WANT ANSWERING
THE PHONE IN TIMES OF
INTERNATIONAL CRISIS.**

***AND THE COMPARISON
COULDN'T BE MORE STARK. ON
ONE SIDE IS PRESIDENT BUSH,
WHO HAS BECOME THE
ACKNOWLEDGED LEADER OF**

**THE FREE WORLD...AND ON THE
OTHER SIDE IS GOVERNOR
CLINTON, WHO ONCE SAID HIS
FOREIGN POLICY EXPERIENCE
WAS SERVING AS AN INTERN TO
THE SENATE FOREIGN
RELATIONS COMMITTEE.**

***WELL, I KNOW YOU MAY
HAVE SOME OTHER ISSUES OF
CONCERN OTHER THAN THE**

**PRESIDENTIAL ELECTION, SO
LET ME STOP HERE TO SEE IF
YOU HAVE ANY QUESTIONS.**