

TO: Senator Dole
FR: Kerry

RE: Personal Economic Summit

*This is a three day program sponsored by the Institute of Certified Financial Planners. The audience will consist of approximately 250 financial planners, their guests, some media, and a few Congressional staffers.

*Friday is their day to focus on health care, and they have requested that you speak for 15 minutes on health care and other economic matters, and then open it up for Q&A if your schedule allows.

*Attached talking points contain some new material from David Taylor.



PERSONAL ECONOMIC SUMMIT '93

SCHEDULE OF EVENTS

THURSDAY, SEPTEMBER 30

8:30 am - 12:15 pm

Pre-conference Workshop

SOLUTIONS FOR PERSONAL FINANCIAL HEALTH

Workshops for Summit attendees, journalists, legislators and legislative staff to acquaint them with the financial planning process and how it relates to improving American standards for financial literacy.

2:30 pm - 3:45 pm

Opening Session

Welcome by the President of the Institute of Certified Financial Planners.

AMERICA'S PERSONAL ECONOMIC FUTURE: TAKING RESPONSIBILITY

Keynote address by a high level government official.

4:15 pm - 6:00 pm

Round Table

FINANCIAL LITERACY: CREATING THE INFRASTRUCTURE FOR SOLUTIONS

Challenges and potential solutions presented by a diverse group of education experts, financial literacy proponents, academics, government representatives, and corporate leaders.

9:00 pm - 10:00 pm

Town Hall

PERSONAL ECONOMICS AND AMERICA'S FUTURE

An open discussion at Lisner Auditorium, George Washington University. The Clinton Administration has been invited to participate. For Summit attendees, legislators and staff, the public.

FRIDAY, OCTOBER 1

8:00 am - 9:30 am

Panel Discussion

FORUM ON HEALTH CARE REFORM

Panelists invited include a member of the National Task Force on Health Care Reform, a representative from the health insurance industry, an expert on managed competition and a Certified Financial Planner® professional.

10:00 am - 11:00 Breakouts

11:15 am - 12:15 pm Breakouts

THE NEW HEALTH CARE PLAN: IMPACT ON INDIVIDUALS

THE NEW HEALTH CARE PLAN: IMPACT ON SMALL BUSINESS

THE NEW HEALTH CARE PLAN: IMPACT ON CORPORATE BENEFIT PLANS

DIFFERENT PERSPECTIVES: MANAGED CARE VS. FEE FOR SERVICE

12:30 pm - 1:45 pm

Lunch with speaker

2:00 pm - 3:30 pm

Panel Discussion

FORUM ON RETIREMENT, PENSIONS AND SOCIAL SECURITY

Panelists are representatives from Pension Benefit Guaranty Corp., the Social Security Administration, academia and the financial planning profession.

4:00 pm - 5:00 pm Breakouts

5:15 pm - 6:15 pm Breakouts

PREPARING FOR RETIREMENT: STRATEGIES FOR INDIVIDUALS

RETIREMENT ISSUES FACING SMALL BUSINESSES

INNOVATIVE SOLUTIONS: TRENDS IN CORPORATE PENSION PLANS

DEMOGRAPHICS OF THE BABY BOOM GENERATION — LIFE TRENDS

SATURDAY, OCTOBER 2

8:00 am - 9:30 am

Panel Discussion

FORUM ON SAVINGS, DEBT AND INVESTMENT

Panelists are a government economist, a financial journalist, a think tank representative and a Certified Financial Planner professional.

10:00 am - 11:00 am Breakouts

11:15 am - 12:15 pm Breakouts

PROPOSED TAX CHANGES: HOW WILL THEY AFFECT SAVINGS?

CREATING AN AMERICAN SAVINGS ETHIC

BREAKING THE CONSUMPTION HABIT

SAVINGS AND INVESTMENT OPTIONS: EDUCATING AMERICANS

12:30 pm - 1:45 pm

Lunch with speaker

2:00 pm - 4:00 pm

Post Conference Session

PERSONAL FINANCIAL HEALTH: SHAPING THE FUTURE

A session for Certified Financial Planner professionals to assimilate information from the Summit and make recommendations.

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ON SEPTEMBER 30, 1993,
A REVOLUTIONARY
CONFERENCE
WILL CONVENE IN
WASHINGTON, D.C.
FOR THE FIRST TIME,
THOSE WHO CREATE
PUBLIC POLICY AND
LEGISLATION WILL
MEET FACE-TO-FACE
WITH AMERICA'S
LEADING PERSONAL
ECONOMIC ADVISORS.
YOU HAVE A VOICE
IN AMERICA'S
ECONOMIC FUTURE!

Plan to participate in the Personal Economic Summit '93 to be held September 30 - October 2, 1993, at the Hyatt Regency Washington on Capitol Hill.



Corporate support provided by:
The Vanguard Group and
IDS Financial Services

AN INVITATION TO PARTICIPATE

A FREE AND OPEN EXCHANGE...

The focus will be on REAL consequences of REAL personal economic issues on REAL people. Key representatives from government, corporations, academia and the financial services industry will come together for no-holds-barred discussions and debates.

UP-TO-THE-MINUTE TOPICS...

Discussions at the Personal Economic Summit '93 will be history in the making. All of the topics are currently under debate on Capitol Hill and have tremendous impact on America's financial health.

- The National Task Force on **Health Care** is making bold and sweeping recommendations. What impact will the changes have on Americans in the short term — and the long term?
- **Retirement, Pensions and Social Security** don't mean what they used to. How can individuals, corporations and government work together to ensure adequate income for retirees?
- The **Savings, Debt and Investment** habits of individuals affect America's macro economic picture, yet debt is at an all-time high and savings rates are lower than they've been in decades.
- Lack of **Financial Literacy** underlies all of America's financial ills. Ours is a population virtually unprepared to deal with their finances. What can be done to remedy the situation?

BOLD, INTERACTIVE FORMAT...

You won't just hear from America's top authorities. As a Summit participant you'll be encouraged to ask questions, provide input and propose solutions.

The Summit offers a bold, interactive format and a power-packed agenda:

- Provocative keynote speeches and panel discussions by some of the nation's most influential figures.
- A Town Hall — the format popularized by President Clinton.
- Breakout sessions that explore the topics in depth.



PERSONAL ECONOMIC SUMMIT '93

WASHINGTON, D.C.
SEPTEMBER 30 - OCTOBER 2, 1993

☐

YES! I want
to learn more about the
Institute's Personal
Economic Summit '93.

NAME _____

COMPANY _____

Mail or Fax this form to:

Institute of Certified
Financial Planners
7600 East Eastman Avenue
Suite 301
Denver, CO 80231-1037

ADDRESS _____

CITY/STATE/ZIP _____

phone: 800-322-4237
fax: 303-751-1037

PHONE _____

FAX _____

Institute Member ☐ yes ☐ no

Fri, Oct 1



7600 E. EASTMAN AVENUE
SUITE 301
DENVER, COLORADO 80231-4397
(303) 751-7600
FAX (303) 751-1037

September 8, 1993

Yvonne Hopkins, Chief of Staff
The Honorable Robert Dole, Minority Leader
United States Senate
141 Hart Building
Washington, DC. 20510

Dear Ms. Hopkins:

Thank you for your call today regarding Senator Dole's agreement to speak at the Institute of Certified Financial Planners' Personal Economic Summit on Friday, October 1, at 1:15 P.M. The Senator's remarks will last approximately 30-40 minutes, and he will be speaking at the Hyatt Regency Washington on Capitol Hill on New Jersey Avenue. The speaking location is the Regency Ballroom.

Marv Tuttle, our Managing Director, will be in Washington, DC., late Thursday and Friday of this week. He would be pleased to stop by your office to provide any assistance he can regarding Senator Dole's appearance, including the focus of his remarks and the purpose of the Personal Economic Summit.

Also, our office is interested in putting out a national press release about Senator Dole's appearance. If you could have your press office provide us with appropriate biographical information, we would appreciate it so we could fashion it into a press release.

This letter will serve as confirmation of Senator Dole's appearance. We deeply appreciate the opportunity to hear from the Senator, and for the impact this will have on the subject of personal economics throughout the nation.

Please feel free to contact me at extension 111, or Jeanine Anderson, extension 102 regarding any particulars about the Senator's appearance. We look forward to working with you in the coming weeks.

Sincerely,

A handwritten signature in cursive script that reads "Brent A. Neiser".

Brent A. Neiser, CFP
Executive Director



Fri, Oct 1

PERSONAL ECONOMIC SUMMIT '93

WASHINGTON, D.C.
SEPTEMBER 30-OCTOBER 2, 1993

August 4, 1993

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

Dear Senator:

On behalf of the Institute of Certified Financial Planners, it is a great pleasure to invite you to speak during the Institute's September 30 - October 2 PERSONAL ECONOMIC SUMMIT at the Washington Hyatt Capitol Hill. The Summit will bring together public policy officials, certified financial planners, related professionals, and the public in a forum to discuss the current and future impact of important personal finance issues on American lives - issues such as health care reform, deficit reduction, taxes, jobs, retirement, savings and investment.

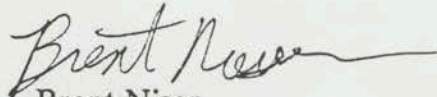
The Institute is the voice for the credentialed financial community, and today its members and affiliates are assisting Americans at all levels in establishing goals and managing a total net worth of 350 billion dollars. Financial planning has never been more important, and through the Summit we also want to promote the need for financial education and literacy for every American.

Our Summit will occur at an important moment in the national debate, and we hope that this Washington event will be convenient and interesting for you. Specifically, we would like to propose having you address the Summit 1:15-45pm during our Friday, October 1, luncheon. We would be delighted if you could join us as our guest for the entire lunch which begins at 12:30pm.

Your address on economic policy or health care would be greatly appreciated by all Summit participants. Should you prefer to address the Summit at any other time we would be honored to accommodate your schedule and needs, either Thursday afternoon, September 30, or Friday, October 1. There has been considerable media interest in the Summit and USA Today will organize a national financial planning "hotline" into the conference.

Thank you for considering this important forum and very best wishes.

Sincerely,



Brent Niser
Executive Director

Enclosures

THE INSTITUTE OF CERTIFIED FINANCIAL PLANNERS
7600 EAST EASTMAN AVENUE, SUITE 301, DENVER, CO 80231-4397
PHONE: 303-751-7600 • FAX: 303-751-1037

BOB DOLE
KANSAS

United States Senate

OFFICE OF THE REPUBLICAN LEADER
WASHINGTON, DC 20510-7020

August 27, 1993

Senator Dole,

Attached invitation to speak to the
Institute of Certified Financial Planners,
they would like for you to speak on Friday,
October 1, from 1:15-1:45 p.m.

☒ Fri, Oct 1 at 1:15 p.m. o.k.

☐ prefer Thurs afternoon,
Sept. 30

☐ prefer another time on Fri,
Oct. 1

Yvonne

SENATOR BOB DOLE

PERSONAL ECONOMIC SUMMIT

OCTOBER 1, 1993

***THE LAST TIME I WAS AT
SOMETHING CALLED AN
ECONOMIC SUMMIT WAS WHEN
WE ALL GOT TOGETHER AT
ANDREWS AIR FORCE BASE.
YOUR ACCOMMODATIONS AND
FOOD LOOK QUITE A BIT NICER.**

***IT IS A PLEASURE TO MEET
WITH SO MANY EXPERT
FINANCIAL PLANNERS. SINCE
YOU'RE ALL IN WASHINGTON, I
WAS THINKING OF TAKING YOU
ALL DOWN TO THE OFFICE OF
MANAGEMENT AND BUDGET,
AND TURNING YOU LOOSE FOR
A DAY.**

***BUT THEN I THOUGHT YOU'D
DISCOVER WHERE WE KEEP THE**

**SMOKE AND MIRRORS, AND
YOUR CLIENTS WOULD NEVER
BE THE SAME.**

***I KNOW THAT YOU'RE
FOCUSING ON HEALTH CARE
TODAY, AND THAT IS VERY
FITTING. THE PRESIDENT'S
HEALTH CARE REFORM PLAN
WILL HAVE A MAJOR IMPACT ON
THE AMERICAN ECONOMY, ON
THE ECONOMIES OF LARGE AND**

**SMALL BUSINESSES, AND ON
THE PERSONAL ECONOMY OF
EVERY AMERICAN.**

HEALTH CARE

***I KNOW WHAT IT'S LIKE TO
WORRY ABOUT HOW YOU'RE
GOING TO PAY FOR HEALTH
CARE, AND I KNOW IT'S
SOMETHING THAT NO AMERICAN
SHOULD HAVE TO EXPERIENCE.**

***AND LET ME BE CLEAR IN
SAYING THAT FOR AMERICA TO
REMAIN AN ECONOMIC
POWERHOUSE, WE MUST
REFORM OUR HEALTH CARE
SYSTEM. BUT WE MUST ALSO
RESIST THE TEMPTATION TO FIX
SOMETHING THAT DOESN'T
NEED FIXING. A MAJORITY OF
AMERICANS ARE CONTENT WITH
THE HEALTH CARE THEY**

RECEIVE, AND WE MUST NOT
TAKE ANY ACTION WHICH
WOULD REDUCE THE QUALITY,
CHOICE, AND ACCESSIBILITY
THAT AMERICANS HAVE COME
TO EXPECT.

*BUT WE ALSO HAVE TO BE
HONEST WITH THE AMERICAN
PEOPLE. IF HEALTH CARE
REFORM IS TO WORK THEN WE
CAN'T JUGGLE THE BOOKS OR

**ENGAGE IN CREATIVE
ACCOUNTING.**

***AND A LOT OF ECONOMIC
EXPERTS BELIEVE THAT IS
WHAT'S HAPPENING. LET ME
QUOTE FROM THE ECONOMIST
MAGAZINE.**

***"THE BIGGEST FLAW IN THE
CLINTON PLAN MAY BE ITS
OUTRAGEOUSLY DISHONEST
CLAIMS CONCERNING THE**

**COSTS TO TAXPAYERS. MR.
CLINTON WOULD HAVE
CONGRESS BELIEVE THAT HIS
PROPOSALS WILL PROVIDE
UNIVERSAL COVERAGE,
SUBSIDIES FOR SMALL
EMPLOYERS, GENEROUS NEW
COMMITMENTS TO COVER
PRESCRIPTION DRUGS, LONG
TERM NURSING AND MENTAL
HEALTH CARE, PLUS A BIG**

**CHUNK OF DEFICIT REDUCTION
WITH VIRTUALLY NO TAXES--AND
ALL BY 1997"**

***AND IF YOU BELIEVE THAT,
I'VE GOT SOME KANSAS OCEAN
FRONT PROPERTY TO SHOW
YOU.**

***REPUBLICANS BELIEVE THAT
IF YOU ~~CAN~~ 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
MASSIVE GOVERNMENT
INTERVENTION OR NEW
MANDATES.**

***HEALTH CARE REFORM
OFFERS A UNIQUE
OPPORTUNITY FOR
GOVERNMENT TO PROVE TO THE**

AMERICAN PEOPLE THAT IT CAN
WORK. WE ALL AGREE ON THE
DIAGNOSIS, IT'S THE CURE THAT
POSES THE PROBLEM.

*THIS IS ONE ISSUE WHERE
WE MUST TAKE THE TIME TO
GET IT RIGHT -- WE WON'T HAVE
A SECOND CHANCE, AND WE
CAN'T AFFORD TO DO IT
WRONG. I AM CONVINCED THAT
A YEAR FROM NOW WE WILL

**STILL BE TALKING ABOUT
HEALTH CARE REFORM AND
THAT'S GOOD. WE ALL NEED TO
UNDERSTAND IT BETTER
BEFORE WE START CASTING
VOTES.**

THE ROLE OF GOVERNMENT

**PRESIDENT CLINTON HAS
TALKED QUITE A BIT ABOUT
"REINVENTING GOVERNMENT."
BUT HEALTH CARE IS JUST ONE**

**ISSUE WHERE HE APPEARS TO
SUPPORT "UNRELENTING
GOVERNMENT."**

***AT IT'S HEART, THE DEBATE
OVER THE BUDGET WAS A
DEBATE OVER THE ROLE OF THE
FEDERAL GOVERNMENT.
PRESIDENT CLINTON HAS
EMBRACED THE IDEA THAT
GOVERNMENT HAS ALL THE
ANSWERS. THAT UNCLE SAM**

**KNOWS BEST. THAT SOMEHOW
WITH MORE TAXES, MORE
SPENDING, AND MORE
MANDATES, GOVERNMENT CAN
REPLACE THE INDIVIDUAL AS
AMERICA'S ENGINE OF JOB
GROWTH.**

***NOT ONE REPUBLICAN IN
EITHER THE HOUSE OR THE
SENATE VOTED FOR PRESIDENT
CLINTON'S BUDGET PLAN**

BECAUSE IT WAS CLEAR TO US
THAT HIS BUDGET FAILED TO
MEET HIS OWN OBJECTIVES. IT
WILL NOT GET THE DEFICIT
UNDER CONTROL. AFTER 1997
THE DEFICIT STARTS MOVING
RIGHT BACK UP AGAIN. EVEN
MORE IMPORTANT IS THE FACT
THAT HIGHER TAXES ON
CAPITAL FORMATION, RISK-
TAKING, INVESTMENT, AND

**INITIATIVE WILL NOT
STRENGTHEN THE ECONOMY OR
HELP IT GROW.**

***THE NATIONAL CENTER FOR
POLICY ANALYSIS ESTIMATES
THAT 35 PERCENT OF ALL
INTEREST INCOME, 51 PERCENT
OF ALL RENT AND ROYALTY
INCOME, 53 PERCENT OF ALL
DIVIDEND INCOME, AND 84
PERCENT OF ALL PARTNERSHIP**

**AND S CORPORATION INCOME
WILL BE SUBJECT TO THE
HIGHER INDIVIDUAL TAX RATES
IN THE CLINTON ECONOMIC
PLAN. I AM SURE THAT THOSE
CHANGES ARE ALREADY HAVING
A DRAMATIC IMPACT ON YOUR
BUSINESS AND YOUR CLIENTS.**

***PENALIZING INVESTORS HAS
SLOWED THE CAPITAL
FORMATION THAT IS NEEDED TO**

**FUEL GROWTH IN THE
ECONOMY. THAT'S ONE
REASON WHY THE LOWEST
INTEREST RATES IN 25 YEARS
HAVE FAILED TO PRODUCE AN
BIG SURGE IN THE ECONOMY.**

NAFTA

***LET ME CLOSE BY
DISCUSSING ONE OTHER ISSUE
OF IMPORTANCE TO AMERICA'S**

**ECONOMIC HEALTH. AND
THAT'S THE NORTH AMERICAN
FREE TRADE AGREEMENT.**

***YOU'RE ALL IN BUSINESS,
AND YOU ADVISE THOSE IN
BUSINESS. SO LET ME GIVE YOU
TWO GROUPS--ONE
SUPPORTING NAFTA--AND ONE
OPPOSING NAFTA--AND ASK YOU
WHICH GROUP YOU WOULD
WANT ON YOUR BOARD OF**

DIRECTORS.

***ON ONE SIDE THERE'S
RICHARD NIXON, GERALD FORD,
JIMMY CARTER, RONALD
REAGAN, AND GEORGE
BUSH....AND ON THE OTHER
THERE'S JESSE JACKSON,
JERRY BROWN, RALPH NADER,
PAT BUCHANAN, AND ROSS
PEROT.**

***THE FACT IS THAT AMERICA
MUST TRADE TO PROSPER. WE
LIVE IN AN INTERNATIONAL
ECONOMY.**

***JUST AS MANY OF YOU
ENCOURAGE YOUR CLIENTS TO
DIVERSIFY THEIR PORTFOLIOS,
WE MUST CONTINUE TO OPEN
NEW MARKETS TO AMERICAN
PRODUCTS.**

***NAFTA IS VERY MUCH IN**

**AMERICA'S INTEREST. IF
AMERICA WANTS TO CONTINUE
TO LEAD THE WORLD'S
ECONOMY, IF AMERICA IS TO
SUCCEED IN TODAY'S NEW
GLOBAL MARKETPLACE, THEN
AMERICA CANNOT BE AFRAID TO
COMPETE. IT'S A SIMPLE
CHOICE -- EITHER WE RETREAT
AND BUILD A WALL AROUND
OUR COUNTRY OR WE LEAD BY**

**EXAMPLE AND WORK TO LOWER
BARRIERS TO TRADE BOTH AT
HOME AND ABROAD.**

***LET ME STOP HERE, AND
OPEN IT UP FOR QUESTIONS, OR
ANY FINANCIAL ADVICE YOU
HAVE FOR ME OR THE COUNTRY.**