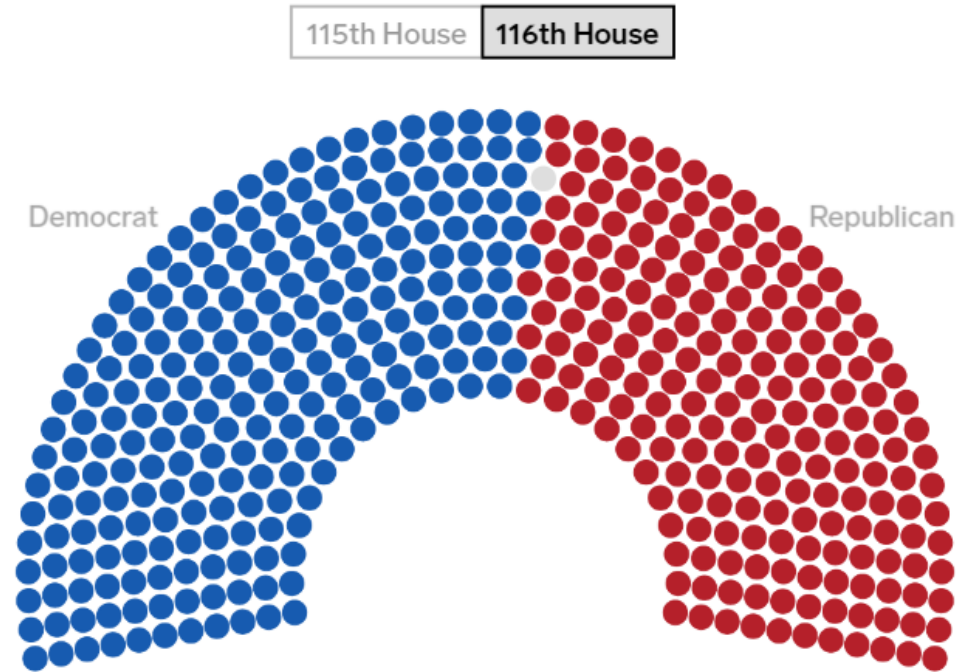


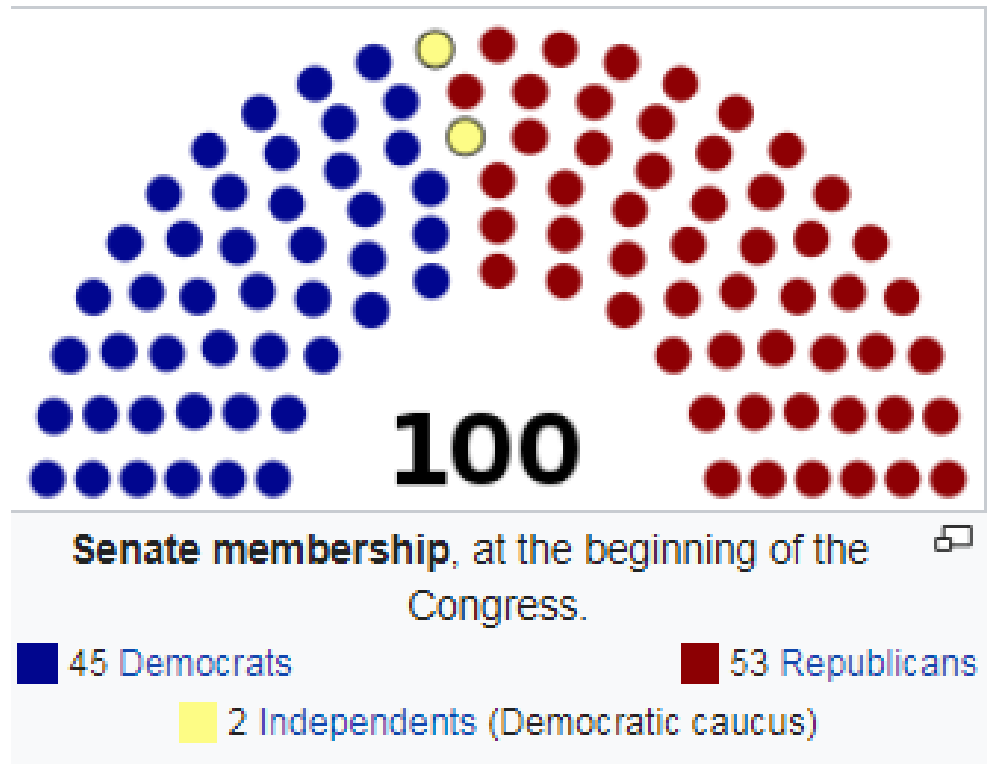
The Lay of the Land in the House



Made with Flourish


PARTY	BEFORE ELECTION	AFTER ELECTION	PERCENT CHANGE
● Democrat	193	235	↑ 21.8%
● Republican	235	200	↓ 14.9%
● Vacant	7	1	↓ 85.7%

The Lay of the Land in the Senate



How did HUPAC perform this cycle?

Total Candidates Funded:	197	Pct.
Win:	163	82.7%
Loss:	34	17.3%




Total House Candidates Funded:	176	Pct.
Win:	148	84.1%
Loss:	28	15.9%

Total Senate Candidates Funded:	21	Pct.
Win:	15	71.4%
Loss:	6	28.6%

How did HUPAC perform this cycle?


Total Democratic Candidates Funded:	71	Pct.
Win:	68	95.8%
Loss:	3	4.2%



Total Republican Candidates Funded:	125	Pct.
Win:	95	76.0%
Loss:	30	24.0%

How did HUPAC perform this cycle?

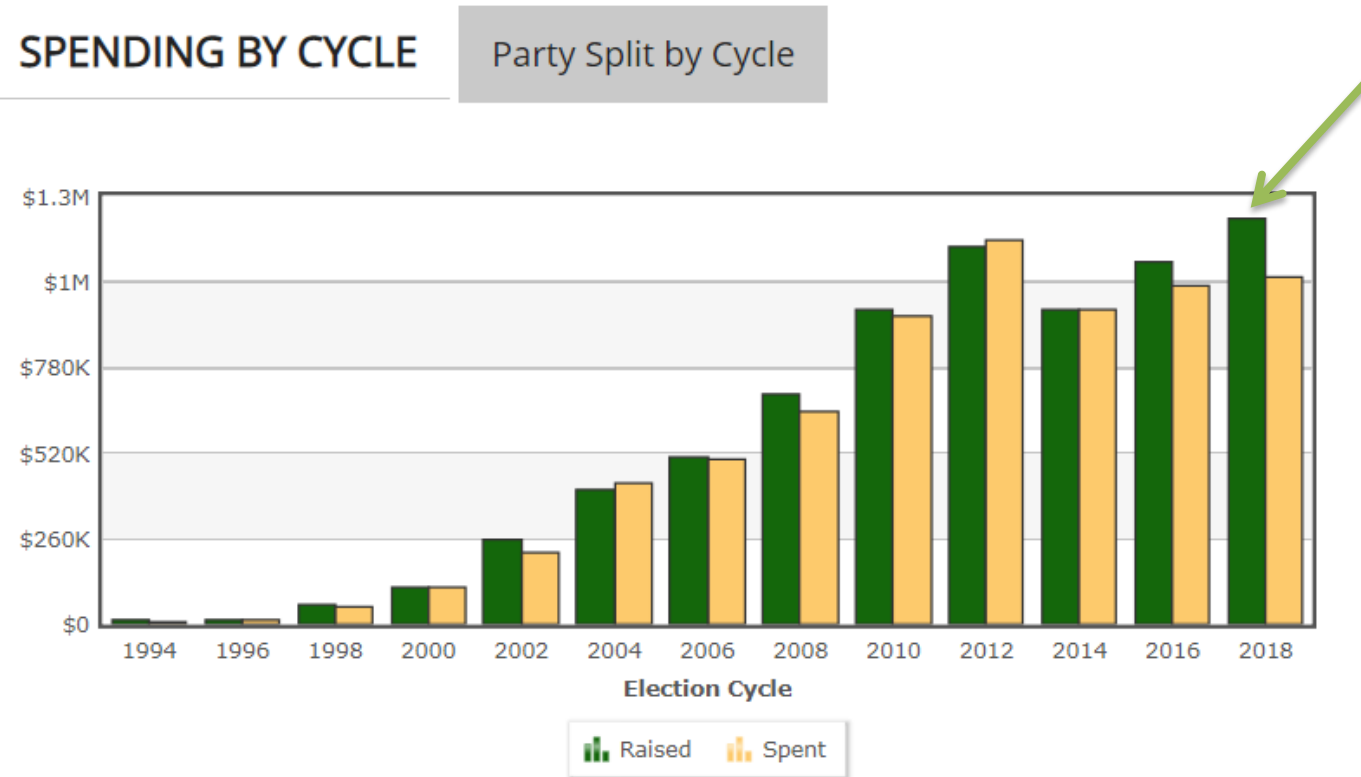
Total Incumbent Candidates Funded:	180	Pct.
Win:	153	85.0%
Loss:	27	15.0%



Total Challenger / Open Seat Candidates Funded:	17	Pct.
Win:	10	58.8%
Loss:	7	41.2%

Record Fundraising!

Over \$1.2 million raised for the candidate fund.



Where does HUPAC stand with the rest?

Insurance Association PACs	Total Disbursed	Democrats	Republicans
National Assn of Insurance & Financial Advisors (NAIFA)	\$1,993,000	\$804,500	\$1,177,500
Council of Insurance Agents & Brokers (CIAB)	\$1,542,700	\$609,000	\$927,200
Independent Insurance Agents & Brokers of America (Big I)	\$1,298,000	\$367,000	\$928,500
American Council of Life Insurers (ACLI)	\$876,500	\$370,500	\$498,500
National Assn/Mutual Insurance Companies (NAMIC)	\$705,000	\$194,500	\$510,500
National Assn of Health Underwriters (HUPAC)	\$671,450	\$232,000	\$432,450
Property Casualty Insurers Assn of America (PCIAA)	\$605,415	\$195,250	\$410,165
Association for Advanced Life Underwriting (AALU)	\$603,000	\$204,500	\$391,000

HUPAC Legislative Strategy

- With many new faces in Congress, many need to be educated on the role of agents, brokers, and benefits specialists in our healthcare system
- HUPAC's goal is to ensure NAHU continues being at the table when legislation/proposals are being discussed
- Because of our success in fundraising we are increasing the funds we give to those in leadership, in committees of jurisdiction, and our legislative champions
- With the talk of Medicare for All/single payer being drummed up in the House and the 2020 Democratic primaries, we will continue to educate members on how disruptive and unpopular this would be with voters and their constituents

HUPAC Legislative Strategy cont.

- We will support members of both parties that support our legislative initiatives and agenda
- We will use the PAC in conjunction with grassroots to get our message across on the importance of our legislative agenda and how it can have a positive effect on lowering health care costs for Congressional member's constituents
- There is an appetite for bi-partisan solutions in health care and with Congress split in control that will be the only type of legislation that can become law. So it will be more important than ever to work in a bi-partisan manner
- We will use our relationships in Congress to influence the regulatory and executive branches on our issues

HUPAC Strategy Fundraising Goal

- Raise an additional \$100k in 2019 and 2020 for a total of \$200k
- This will get us close to \$1.5 million which will allow us to increase our reach in Congress to fund all of our supporters in committees of jurisdiction to the maximum allowed per election
- It will also give us more funds to go above and beyond for our champions