Government Relations
A Relationship with Government

2008 Annual Sales Agents’
Meeting
October 30, 2008

Presented by
Sal Bianco, Director
Government Relations
Hal Dasinger, Director
Government Relations
Services
The Doctors Company Mission Statement In Part

“Our Mission is to advance, protect, and reward, the practice of good medicine.”

Our philosophy:

- We speak loudly and clearly for legal reforms to protect doctors’ ability to practice good medicine.
Understanding the Significant Role Agents Play

The Government Relations Department Staff is Grounded

- Knowledge and experience in the Legislative and Executive Branches
  - Legislator, Legislative staff and Executive Branch experience
- Knowledge and experience understanding the role agents play in the legislative process at the state and federal levels
  - Agent national and state trade organizations
  - Impact of state and federal laws on operating an insurance agency
- Knowledge and experience on message delivery
Cooperation at the Federal Level

- Utilizing our national organization memberships
  - United States Chamber of Commerce
    - Annual Legal Reform Summit
  - American Legislative Exchange Council
    - Medical Liability Reform Model Act
- Utilizing Congressional Relationships
  - U.S. House Bipartisanship Liability Reform Efforts
    - HR 1343 – Volunteer Immunity
  - Federal Issues Impacting Agents and Carriers
    - HR 5611 – National Association of Registered Agents and Brokers Act of 2008
    - HR 5840 – The Insurance Information Act of 2008
Cooperation at the State Level

- The Maryland Experience in 2005
  - Working with our Maryland agents and insureds
  - Supporting pro-tort reform decision makers

- The Florida Experience in 2007-2008
  - Working with Florida Medical Association and Florida Justice Reform Institute
    - State Supreme Court Nominations
    - Managed Care Legislation
  - Moving Medicine Forward
  - Florida DOCPAC Newsletter
Political Action Committees

Why do we need PACs?

- Dem v Rep or pro-reform v anti-reform
- Dem v Dem or Rep v Rep – is there a choice in the primary?
- After the election: legislators do more than just vote on bills
Effective Relationships Are Personal

- Lobbyists and GR staff
- Agents, health care providers, others from the home district
- Friends and supporters
How to Help

- Stay informed
- Get involved
- Make it personal