

**SMALL TWEAKS**

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**BIG PAYOFFS**

*Stacie Monroe*

# TIP #1

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*Successful people don't get  
distracted by what other  
people are doing.*

**WHAT IS YOUR  
CULTURE?**



**MONEY NEVER STARTS AN IDEA.  
IT'S ALWAYS AN IDEA THAT  
STARTS THE MONEY**

*- Owen Laughlin*

# PAC BOARD? SOLICITATION STYLE?

*Time for a refresh?*

# ORTHOPAEDIC PAC

## Hard Dollars In Participation

2017	\$1.26M	2,808
2016	\$1.26M	2,842
2015	\$1.34M	2,782
2014	\$1.29M	2,860
2013	\$1.21M	2,787
2012	\$1.45M	2,830

## Soft

2017	\$637,000	806
2016	\$506,000	1,166
2015	\$391,000	788
2014	\$475,000	983
2013	\$543,000	1,103
2012	\$483,000	1,031

**WE ARE THE  
NUMBER ONE  
HEALTH CARE  
DISBURSER  
AMONGST  
ALL PACS.**

**TOTAL DC  
FUNDRAISERS: 600+**

**TOTAL LOCAL  
FUNDRAISERS: 58**

**TOTAL HOSTED: 61**

*11% Growth From Last Off Year*





# HUSTLE UNTIL YOUR HATERS ASK IF YOU ARE HIRING

*Steve Maraboli*

# READY TO RAISE SOME \$\$?

*Powerful, Productive, Persistent*