

# GRASSROOTS ADVOCACY CALENDAR

| MONTH     | WHAT'S HAPPENING                                                                                                                                                                                                                                   | HOW AGENTS CAN TAKE ACTION                                                                                                                                                                                                                                 |
|-----------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| JANUARY   | <ul style="list-style-type: none"> <li>• NY Legislative Session starts</li> <li>• Budget process kicks off</li> <li>• Annual position paper released</li> </ul>                                                                                    | <ul style="list-style-type: none"> <li>• Session kickoff email campaign</li> <li>• Fundraise for IAPAC (<i>State PAC</i>)</li> </ul>                                                                                                                       |
| FEBRUARY  | <ul style="list-style-type: none"> <li>• Governor's proposed budget released</li> <li>• Government Affairs Committee meeting</li> </ul>                                                                                                            | <ul style="list-style-type: none"> <li>• Budget advocacy – phone/email campaigns, virtual and/or in person legislative meetings</li> <li>• Fundraise for IAPAC (<i>State PAC</i>)</li> </ul>                                                               |
| MARCH     | <ul style="list-style-type: none"> <li>• Legislative budget proposals released</li> </ul>                                                                                                                                                          | <ul style="list-style-type: none"> <li>• Budget advocacy – phone/email campaigns, virtual and/or in person legislative meetings</li> <li>• Fundraise for IAPAC (<i>State PAC</i>)</li> </ul>                                                               |
| APRIL     | <ul style="list-style-type: none"> <li>• State budget due April 1</li> <li>• State legislature recesses until late April</li> <li>• National Legislative Conference in D.C.</li> <li>• "Stack the PAC" Competition Concludes April 30th</li> </ul> | <ul style="list-style-type: none"> <li>• Attend National Legislative Conference</li> <li>• Fundraise for IAPAC (<i>State PAC</i>)</li> </ul>                                                                                                               |
| MAY       | <ul style="list-style-type: none"> <li>• Legislative action ramps up</li> <li>• Government Affairs Committee meeting</li> </ul>                                                                                                                    | <ul style="list-style-type: none"> <li>• Advocacy on position paper issues phone/email campaigns, virtual and/or in person legislative meetings</li> </ul>                                                                                                 |
| JUNE      | <ul style="list-style-type: none"> <li>• Final legislative blitz – "Silly Season"</li> <li>• Legislative session ends</li> </ul>                                                                                                                   | <ul style="list-style-type: none"> <li>• Advocacy on position paper issues phone/email campaigns, virtual and/or in person legislative meetings</li> </ul>                                                                                                 |
| JULY      | <ul style="list-style-type: none"> <li>• Summer fundraisers</li> </ul>                                                                                                                                                                             | <ul style="list-style-type: none"> <li>• Attend in-district fundraisers</li> <li>• Fundraise for InsurPAC (<i>National PAC</i>)</li> </ul>                                                                                                                 |
| AUGUST    | <ul style="list-style-type: none"> <li>• Summer fundraisers</li> </ul>                                                                                                                                                                             | <ul style="list-style-type: none"> <li>• Attend in-district fundraisers</li> <li>• Fundraise for InsurPAC (<i>National PAC</i>)</li> </ul>                                                                                                                 |
| SEPTEMBER | <ul style="list-style-type: none"> <li>• Government Affairs Committee meeting</li> </ul>                                                                                                                                                           | <ul style="list-style-type: none"> <li>• Fundraise for InsurPAC (<i>National PAC</i>)</li> </ul>                                                                                                                                                           |
| OCTOBER   | <ul style="list-style-type: none"> <li>• In-district legislative meetings</li> </ul>                                                                                                                                                               | <ul style="list-style-type: none"> <li>• Attend legislative meetings</li> </ul>                                                                                                                                                                            |
| NOVEMBER  | <ul style="list-style-type: none"> <li>• In-district legislative meetings</li> <li>• Government Affairs Committee meeting</li> </ul>                                                                                                               | <ul style="list-style-type: none"> <li>• Attend legislative meetings</li> <li>• Local Legislative Breakfasts</li> <li>• Phone and email advocacy on bills sent to Governor</li> </ul>                                                                      |
| DECEMBER  | <ul style="list-style-type: none"> <li>• In-district legislative meetings</li> </ul>                                                                                                                                                               | <ul style="list-style-type: none"> <li>• Attend legislative meetings</li> <li>• Local Legislative Breakfasts</li> <li>• Phone and email advocacy on bills sent to Governor</li> <li>• Final fundraising push for InsurPAC (<i>National PAC</i>)</li> </ul> |