

**National Association of Health Underwriters
Statement of Activities
2019 Budget**

	Annual Budget
REVENUE	
Dues Revenue	4,632,720
Capitol Conference	351,739
Annual Convention	732,000
LPRT & Soaring Eagle	89,975
Advertising Revenue	620,000
Affinity Programs	149,200
Prof Dev Programs & Certification Courses	867,500
Miscellaneous	184,494
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TOTAL REVENUE	7,627,628
EXPENSE	
Salaries, Taxes & Benefits	3,921,364
BoT, Regions, Committees & Chapters	267,605
Administrative Expenses	320,836
Business Travel	77,100
Capitol Conference	238,075
Annual Convention	750,495
Office & Equip Rent, Maint & Depreciation	611,845
Outside Consultants	139,420
Membership Recruitment, Retention & Invoicing	149,900
ABS Magazine	468,620
Chapter Development	29,124
Public Relations	139,490
Prof Dev Programs & Certification Courses	137,170
Lobbying, Coalitions & State Affairs	344,485
LPRT & Soaring Eagle	32,000
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Total Expenses	7,627,529
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INCREASE/DECREASE IN NET ASSETS	99