

**National Association of Health Underwriters**  
**Statement of Activities**  
**2017 Budget**

	<u>Annual Budget</u>
<b>REVENUE</b>	
Dues Revenue	4,590,000
Capitol Conference	419,000
Annual Convention	688,250
LPRT & Soaring Eagle	87,700
Advertising Revenue	730,000
Affinity Programs	200,000
Prof Dev Programs & Certification Courses	718,447
Miscellaneous	<u>180,484</u>
<b>TOTAL REVENUE</b>	<b>7,613,881</b>
<b>EXPENSE</b>	
Salaries, Taxes & Benefits	3,907,732
BoT, Regions, Committees & Chapters	299,390
Administrative Expenses	315,494
Business Travel	76,500
Capitol Conference	225,220
Annual Convention	618,200
Office & Equip Rent, Maint & Depreciation	575,131
Outside Consultants	127,752
Membership Recruitment, Retention & Invoicing	85,771
ABS Magazine	564,364
Chapter Development	26,166
Public Relations	169,437
Prof Dev Programs & Certification Courses	176,200
Lobbying, Coalitions & State Affairs	366,945
LPRT & Soaring Eagle	<u>79,500</u>
<b>Total Expenses</b>	<b><u>7,613,802</u></b>
<b>INCREASE/DECREASE IN NET ASSETS</b>	<b><u><u>79</u></u></b>