

## CLUB LEVELS

	Monthly via Bank Draft	Annual
<input type="checkbox"/> Capitol	\$416.00/month	\$5000
<input type="checkbox"/> Emissary	\$210.00/month	\$2500 to \$4999
<input type="checkbox"/> Diplomat	\$84.00/month	\$1000 to \$2499
<input type="checkbox"/> Envoy	\$42.00/month	\$500 to \$999
<input type="checkbox"/> Statesman	\$25.00/month	\$300 to \$499
<input type="checkbox"/> Ambassador	\$17.00/month	\$200 to \$299
<input type="checkbox"/> Century	\$8.50/month	\$100 to \$199
<input type="checkbox"/> Investor	\$5.00/month	\$50 to \$99

Name

Member #

Company

Address

City/State/Zip

## PAYMENT OPTIONS

- My personal check, made payable to IFAPAC, is enclosed.  
 Please charge my personal \$ \_\_\_\_\_  
 Visa  MasterCard  American Express  Discover

Account #

Exp. Date

Name on Card

Security Code

Signature

Contributions to IFAPAC are voluntary and contributed to candidates for elective office. A portion of your contribution will be returned to your state association IFAPAC, if you have directed NAIFA to do so. If you have not completed the NAIFA Member Directive Regarding the Use of IFAPAC Contributions, please visit [www.naifa.org/ifapac/directive.html](http://www.naifa.org/ifapac/directive.html). Club levels are merely suggestions. You can contribute more or less than the suggested amount. The amount contributed will not benefit or disadvantage you in any way. You have the right to refuse to contribute without reprisal. Corporate contributions to IFAPAC's political fund are prohibited. Contributions to IFAPAC are not deductible for federal income tax purposes.

Mail to: IFAPAC, PO Box 759063, Baltimore, MD 21275-9063

- I would like to enroll in the monthly bank draft plan.

## Bank Draft Authorization

I hereby authorize IFAPAC to withdraw from my account the amount specified below every month. This authorization will remain in effect until revoked by me in writing and, until IFAPAC receives such notice, I agree that IFAPAC shall be fully protected in honoring such withdrawals. In consideration of IFAPAC's compliance with such request and authorization, I agree that IFAPAC's treatment of each such check and IFAPAC's rights in respect to it shall be the same as if it were signed personally by me and that if any such check be dishonored, IFAPAC shall be under no liability whatsoever even though such dishonor may result in the forfeiture of IFAPAC membership.

Name of depositor as shown on bank records

Account #

Name of bank branch where account is maintained

Amount of draft per month (club levels are listed above)

Signature of depositor as shown on bank records:

X

Date

X (if joint)

Date

A voided check from the account named above must be returned with this form.

For bank drafts only, mail to IFAPAC, 2901 Telear Court, Falls Church, VA 22042-1205

## POLITICAL ACTION COMMITTEES:

*Answering the Critics*

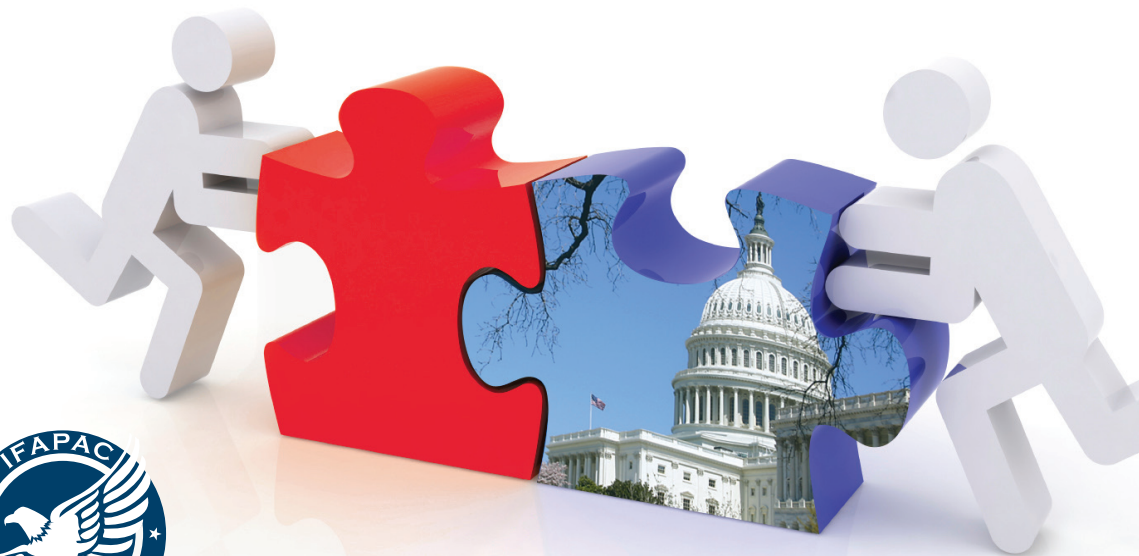
In this report, Dr. Larry Sabato, a political science professor at the University of Virginia and a leading expert in the field of campaign finance, responds to a number of "myths" about political action committees. Professor Sabato's responses set the record straight about PACs, noting many of their positive aspects while correcting misleading information put forth about them by their critics.

## Political Action Committees:

*Answering the Critics*

By Larry Sabato

Woodrow Wilson Department  
of Government and Foreign Affairs  
– University of Virginia



NATIONAL ASSOCIATION OF INSURANCE AND FINANCIAL ADVISORS

POLITICAL ACTION COMMITTEE

2901 Telear Court | Falls Church, VA 22042-1205  
703/770-8100 | [www.naifa.org](http://www.naifa.org)

PAC 2 - 04/2011



NATIONAL ASSOCIATION OF INSURANCE AND FINANCIAL ADVISORS

POLITICAL ACTION COMMITTEE

**Myth:** PACs buy Congressional votes.

**Fact:** This argument is insulting not just to PACs but to elected representatives. Almost all the impartial political science studies of the subject strongly suggest that legislators cast their votes on the basis of party affiliation, ideological orientation, and, most of all, the needs and the desires of their constituents. After all, the contest between PAC money and votes in the home district is an easy one for legislators to resolve since only votes in the district can deliver reelection to the legislator.

**Myth:** PACs have reoriented legislators' loyalties to interest groups.

**Fact:** As James Madison explained in the Federalist Papers, interest groups have always played a substantial role in U.S. politics. Moreover, as Madison suggested, the health of American democracy depends on active and diversified interest group participation. As long as many interest groups are active, they will check one another, and one or a few groups cannot come to dominate the system.

**Myth:** PACs have created fragmented special interest politics.

**Fact:** Again, PACs did not create interest-group politics; they are a product of the natural development of group politics in a healthy democracy. "Special interest" politics is far more the result of the decline of political parties. That fragmentation is of concern, but PACs are not the culprits.

**Myth:** PAC contributions assure PAC sponsors of easier access to officeholders.

**Fact:** Most PACs represent substantial interests in the districts or states of U.S. Representatives or Senators. Even without giving a dollar of PAC money, most of these unions, corporations or associations would have

little difficulty gaining access to their elected representatives. In any event, access does not equal influence. Few officeholders will take any action or cast any vote that contradicts their basic political instincts or constituency needs.

**Myth:** PACs generally support incumbents and have reduced competitiveness in election campaigns.

**Fact:** PACs overwhelmingly support incumbents, but so do individual contributors. Both PACs and individuals make rational decisions in their own self-interest, and since most incumbents win reelection, they naturally support them. Yet when political conditions permit, and when opportunities for turnover are greater, PACs are usually the first on the scene with the vital seed money necessary for challengers to have a reasonable chance of victory.

**Myth:** PACs raise money through heavy-handed tactics.

**Fact:** The Boss Tweeds of modern politics are not found in PACs. The vast majority of PACs are extremely cautious in their fundraising practices and take extraordinary care to ensure that giving is voluntary and not coerced. Even many PAC critics acknowledge as much.

**Myth:** PACs have nationalized campaigns.

**Fact:** Long before PACs came into the forefront in American politics, American campaigns were being nationalized. The new campaign technologies, political consultants and especially television have had much greater impact on the nationalization of the country's electoral life. Also, many PACs are decentralized; they raise money, choose candidates, and determine their priorities on a state-by-state or district-by-district basis.

**Myth:** PACs do not reflect the choices of their contributors.

**Fact:** If this charge were true, then total PAC giving would be on a sharp decline instead of the increase we have observed over the years. Dissatisfied contributors would simply cease to give. Most PACs go to great lengths to solicit the opinions of their contributors, and any fair survey of PAC givers would show as much.

**Myth:** PACs have fueled excessive campaign funding and have contributed to the mindless increase in campaign costs.

**Fact:** PACs may be funding increases in campaign costs, but by no stretch of the imagination have they generated the skyrocketing expenses of American politics. Those concerned about the cost of campaigning would better direct their attention to the political consultants who sell the expensive new campaign technologies and transfer technologies from state to state and district to district, and also television. Television advertising costs have increased on average four times the Consumer Price Index over the last couple of decades, and in Congressional campaigns today between a third and a half of every dollar raised is devoted to producing and airing television commercials. If anything, PACs can be commended for helping to fund the very necessary communication which must take place between candidates and voters.

Moreover, American political campaigns in many cases are less costly than campaigns in many industrialized democracies; and they are certainly less expensive than commercial product advertising campaigns in our own country.