

From: Danny Varat <DannyVarat@scstatehouse.gov>
To: Tori Beth Blacktoribethblack@scstatehouse.gov
Catherine McNicollCatherineMcNicoll@scstatehouse.gov
Date: 5/24/2017 9:40:34 AM
Subject: Re: Rotary

He does have examples (I'll share the converntion speeches), and we just haven't put them in here. This should be 7-9 minutes, but it's his first go with this version.

From: Tori Beth Black
Sent: Wednesday, May 24, 2017 9:36 AM
To: Danny Varat; Catherine McNicoll
Subject: RE: Rotary

I agree with Catherine in that it is a solid outline. The only thing I would suggest is making a few more detailed notes about the examples or stories he would like to include (ex: under Bureaucrats "this is the spot for the examples"). I don't know how he has been doing his speech outlines so maybe this is a no go but this might help on the focus of the speech and cut down on any possible rambling.

Also how long do you think this speech will be? Or does he have a time frame to shoot for?

From: Danny Varat
Sent: Wednesday, May 24, 2017 9:03 AM
To: Catherine McNicoll ; Tori Beth Black
Subject: Re: Rotary

I've shared the doc with you two, so you can see recent changes (and make suggestions) that get to some of your questions. And yes, the last two are for interaction, but they're likely always to be rhetorical--or to promote the opposite reaction

From: Catherine McNicoll
Sent: Wednesday, May 24, 2017 9:00 AM
To: Danny Varat; Tori Beth Black
Subject: RE: Rotary

Overall, I like this, I think it's a solid outline. I'm interested to see/hear how it manifests as a speech. I am guessing this week will be a leaner version that gets beefed up with some of the research you've asked for on Opiod Abuse, Regulation costs, etc.

Given the service aspects of the Rotary, I think he could discuss what motivates him to be in politics and be a leader more generally in the introduction. I don't think he would have to say much on this because he generally comes off as genuine.

Are those last two lines going to be rhetorical or for open discussion?

Best Regards,
Catherine McNicoll
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From: Danny Varat
Sent: Wednesday, May 24, 2017 8:30 AM

To: Catherine McNicoll <CatherineMcNicoll@scstatehouse.gov>; Tori Beth Black <toribethblack@scstatehouse.gov>

Subject: Rotary

- . Introduction - bio, family, profession, length of service
- . Here to talk to you as a small business owner
- . History of the store, evolution of service/product offerings, illustration of current business
- . Discuss competition, chains, Medicaid/Medicare, MCOs, insurance, etc.
- . Experience/background in business and politics gives unique perspective on 3 things
- . Health care - how we got here, what's the problem, what's the fix
 - o Insurance
 - o Catastrophic/emergency coverage
 - o Opioid abuse
- . Regulations - why they're good and bad, how they are created, how they alter the actual law
 - o Adam Smith/Special Interests
 - o Bureaucrats
 - o What they drain from the economy (I'll get the figures)
- . Taxes - who pays them and who doesn't, how they've grown over 30, 20, 10 years, debt
 - o Exemptions
 - o Credits (free college and gas are best examples)
 - o What are we getting?
- . Examples of success - DEW, Prior Authorization, Port Road
- . I'll always be for life, school choice and the 2nd Amendment, but my experience over 12 years convinces me we can do better throughout government by making it smaller, leaner and less targeted (special interests). That's the message I want to spread around SC.
- . Anyone had a positive experience with a State Agency?
- . Anyone had a negative experience with a Government Agency?