

**National Association of Health Underwriters  
Statement of Activities  
2023 Budget**

	<u>Annual Budget</u>
<b>REVENUE</b>	
Dues Revenue	4,716,899
Meetings	1,205,375
Prof Dev Programs & Certification Courses	800,512
Advertising Revenue	616,400
Affinity Programs	175,000
Principal's Council	89,931
LPRT & Soaring Eagle	76,950
Miscellaneous	<u>18,500</u>
<b>TOTAL REVENUE</b>	<b>7,699,567</b>
<b>EXPENSE</b>	
Salaries, Taxes & Benefits	4,189,903
Meetings	980,910
Rent, Office Equip, Maint & Depreciation	366,230
Administrative Expenses	644,995
ABS Magazine	392,018
Lobbying, Coalitions & State Affairs	414,592
BoT, Regions, Committees & Chapters	324,435
Prof Dev Programs & Certification Courses	169,569
Public Relations	82,924
Chapter Development & LPRT	54,078
Membership Recruitment, Retention & Invoicing	<u>36,271</u>
<b>Total Expenses</b>	<b><u>7,655,925</u></b>
<b>INCREASE/DECREASE IN NET ASSETS</b>	<b><u><u>43,642</u></u></b>