

# Will the “Real” Bill Novelli Please Stand Up?



There’s Bill Novelli, the AARP CEO paid \$420,000 annually to advocate in the “interest” of 35,000,000 seniors.

Then, there’s Bill Novelli, former Nixon aide and closet Republican who has been accused throughout his career of making “deals” at the expense of good policy.

Of course, who can forget the Bill Novelli who apparently is incapable of recognizing a conflict of interest?

- As a PR executive, Novelli represented a pesticide industry dependent on allegedly carcinogenic products, while, at the same time, advising the American Cancer Society and the Department of Agriculture that reports that pesticide residues in food could be hazardous to children were “unfounded suggestions.”
- Then-Senator David Pryor (D-AR) expressed “longstanding concern [about Novelli’s work on] both sides of the street.”



William Novelli



**Consider a few more of Mr. Novelli’s simultaneous clients:**

- The USDA **and** 7 food industry trade groups it regulates.
- Plastic surgeons seeking to keep silicon breast implants on the market **and** the National Cancer Institute which wanted them off the market.
- NIH’s blood pressure awareness program **and** Bristol-Myers Squibb, the maker of the most popular drug used to treat high blood pressure.
- USAID’s international nutrition education program **and** several business giants that market food products abroad.

Of course, it’s very hard to forget Bill Novelli’s role as chief executive of AARP’s insurance operations, which stand to gain tens of millions of dollars in Medigap and long-term care insurance business and the expansion of its huge prescription drug mail-order and discount card programs IF the Republican Medicare reform bill passes.

- According to the NEW YORK TIMES, “Royalties from such [insurance] arrangements—including deals with United HealthCare Insurance Co., Metropolitan Life Insurance Co. and Advance PCS pharmacy benefit manager—accounted for more than a third of AARP’s \$636 million in revenues last year, according AARP’s 2002 annual report.”

**Potential for conflict of interest? You bet, but Bill Novelli doesn’t see it.**

One disgruntled AARP member does and wrote: “. . . it seems to me that there might be a CONFLICT OF INTEREST on AARP’s part considering their close association with UNITED HEALTHCARE in recent years . . . DOES THERE NOT APPEAR TO BE A CONFLICT HERE?????”



**No wonder Bill Novelli is smiling!  
He got \$420,000.  
All Grandma got was a donut hole!!!**

