

How AARP Puts Profits over Patients—And Principles

COMMITMENT
to SENIORS

AARP, formerly known as the American Association of Retired Persons, has become little more than a marketing scam for its UnitedHealth Group and its wholly-owned OptumRx pharmacy business. While claiming to serve the interests of American retirees, AARP's true agenda has become increasingly aligned with the financial interests of its big corporate sponsors.

AARP's Troubling Financial Numbers:

4.95%

"Royalty" Fee

Paid to AARP by UnitedHealth[®] for every Medigap plan sold, considered "kickbacks" by some of AARP's own members in ongoing lawsuits

\$5.3

Billion

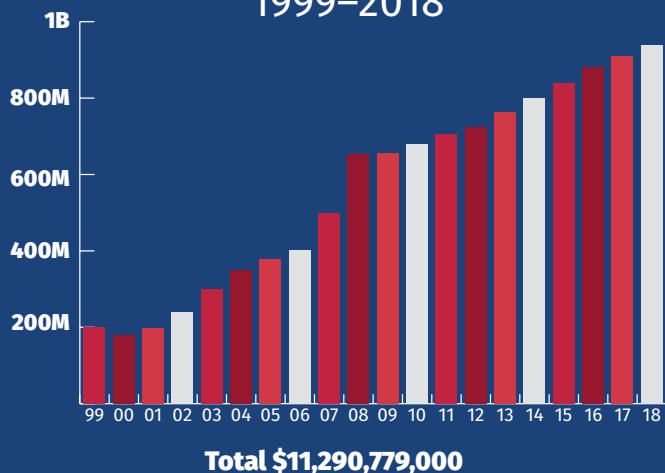
Tax-free money paid to AARP by UnitedHealth for selling "health products and services" between 2007 and 2017

79

Times

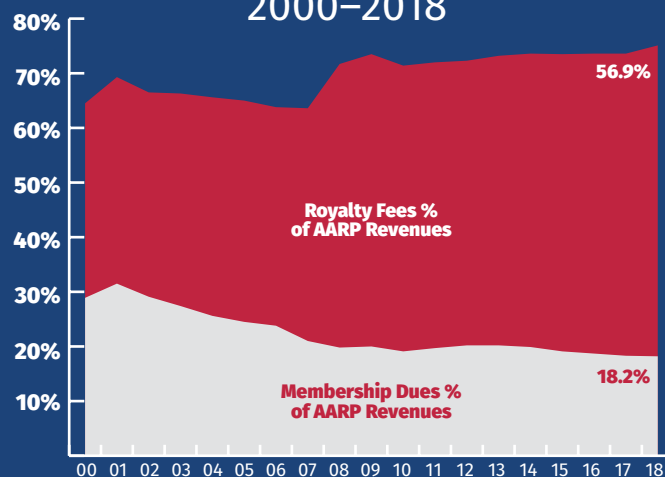
AARP's CEO received \$1.3 million in total compensation in 2018, **79 times** greater the annual average social security benefit of \$16,848

Total Royalties to AARP 1999–2018



AARP has made \$11.3 billion selling products to its members over the last 20 years. While membership dues from seniors have remained flat in recent years, AARP's business proceeds have increased more than fivefold since 2000, making it increasingly dependent on UnitedHealth to fund its extravagant compensation and benefits for executives and employees.

Revenue Percentages 2000–2018



AARP received nearly \$1 billion in "royalty" revenue in 2018 – nearly double the revenues generated by membership dues, grant revenue, and contributions combined. If seniors pay \$16 per year to belong to AARP, but corporate partners pay them \$939 million a year, whose interests do you believe they're prioritizing?

Despite opposition from its own members, AARP supported Obamacare which exempted Medigap coverage from the law's pre-existing conditions protections for the benefit of insurers. The law also cut Medicare by hundreds of billions of dollars.