

are a complex mix of common law, statutory law, and regulatory rules. I'm always looking for potential legislative solutions to go along with conventional legal solutions for my clients.

#### **What is your favorite part of your job?**

My favorite part of my job is helping farmers and small businesses beat back the federal government. Federal regulatory agencies often threaten private sector businesses with economically devastating fines and penalties for small, accidental transgressions. I love going to bat for my farm and business clients and getting wins against abusive bureaucrats.



#### **Dave Hageman/Victory Enterprises How did you get into politics?**

I had been working in real estate in Jefferson City right out of high school and I decided to take an internship at Congressman Todd Tiahrt's office in Washington D.C. I start on September 1, 2001. Ten days later, when 9/11 happened, I decided I would spend the rest of my life electing good people to public office who could make a positive difference in our country. I came home, worked on House races for HRCC in 2002, and in 2004 became the Executive Director of what is still an incredible organization. I've never looked back.

#### **What is your first professional priority?**

The great thing about Victory Enterprises is that I'm able to pursue my interest in technology and business while pursuing my passion for politics. I very much enjoy campaigns but take greater joy in working to hire great people and build a strong, national company that is leading the way in media, data, technology, and politics.

#### **What is your favorite part of your job?**

I love the people. Nothing is better than watching good people grow within our business while electing good people to office. Our company's growth has been extremely rewarding as we've grown from a regional firm with work in mainly the Midwest to a national firm involved in political and public affairs campaigns for candidates for president, Fortune 500 companies, and national trade associations.



#### **John Hancock/Hancock and Prouty How did you get into politics?**

I started working on campaigns as a 13 year old in 1977. Worked with local and state government officials to save the Scott Joplin House from 1978 to 1981. I have been involved in every election cycle in Missouri for 40 years.

#### **What does a "normal" day look like for you?**

Conference calls. Client relations. New business pitches. Media relations. Writing and implementing campaign and communication plans. Media appearances. Crisis Management (when necessary).

#### **What is your favorite part of your job?**

Working with clients who are genuinely high-quality

individuals and organizations. After all these years, we get to be selective in who we work with and that makes the job extremely enjoyable!



#### **Chuck Hatfield/Stinson Leonard Street LLP How did you get into politics?**

During my Sophomore year of undergrad at MU, I interned in House Communications, writing press releases and summarizing legislation. Then over Christmas of 1987, I was looking for a job and some extra money. I had a choice to work at Sears or to do data entry from some guy named Jay Nixon, who was running for U.S. Senate against Jack Danforth. I spent much of Christmas break hunched over a computer in an office in the basement of the Columbia Strollway Center next to a punk rock bar named Shattered.

#### **What does a "normal" day look like for you?**

Usually, I start by checking my Twitter feed and a quick check of my Clash of Clans app to see if I have been raided overnight. I usually have a quick staff meeting to start the day at the office and then at least 60% of my day is conference calls with the other 40% or so being writing or editing legal filings.

#### **What is your favorite part of your job?**

I really enjoy the interaction with other professionals who refer me work, which is a significant chunk of my practice. Being part of a team that involves lobbyists, communications professionals, and other lawyers off of whom I can bounce ideas and strategy gets me energized.



#### **Gregg Keller/Atlas Strategy Group How did you get into politics?**

Volunteering (and then working full-time) on Jim Talent's victorious 2002 U.S. Senate campaign.

#### **What does a "normal" day look like for you?**

Typical DC day: hustling from one meeting to the next followed by drinks, dinner, and cigars with friends. Typical STL day: marathon conference calls and spreadsheets.

#### **What is your favorite part of your job?**

Delivering service in a weird little niche (center-right coalition building) at a level few others can, with great clients across a broad range of industries at the federal and state levels.



#### **Brad Ketcher/Ketcher Law Firm LLC How did you get into politics?**

I worked on Mike Wolff's 1988 Attorney General campaign. That led to advising Governor Carnahan's

1992 gubernatorial campaign and a long stint on his office staff, serving as legal counsel, legislative director, and Chief of Staff.

#### **What does a "normal" day look like for you?**

A normal day involves working with companies, not-for-profits, and political organizations around the state and country on their campaign and advocacy efforts. It typically involves fusing legal and political advice.

#### **What is your favorite part of your job?**

I enjoy working at the intersection of law, public policy, and politics on the significant issues of the day--- both in Missouri and around the country.



#### **Robert Knodell/House Republican Campaign Committee How did you get into politics?**

When I was a kid, I really enjoyed following current events as well as studying history, and I was always very competitive. Those passions, combined with parents who were politically active and teachers in civics and social studies who challenged me to dig deeper and to learn more, seemed to lead me into politics. Southeast Missouri had emerging Republican leaders like Mark Richardson, Peter Kinder, and Bill Emerson who really inspired me to become involved.

#### **What does a "normal" day look like for you?**

I don't know that there is ever such a thing as a normal day, but the biggest bulk of my days this time of year are spent recruiting House candidates for future elections and working with our staff to do all we can to maintain and grow our majority in the Missouri House.

#### **What is your favorite part of your job?**

Without a doubt, it is the opportunity to work with and to mentor young, up-and-coming campaign staffers. Many key positions in Republican politics here in Missouri and beyond are held by HRCC "alumni" who got their start in campaigns working for us, and we try to make it a valuable, worthwhile experience. I'm very proud to see many of our staffers advance into very successful careers, and I enjoy maintaining those friendships.



#### **Joseph Lakin/Victory Enterprises How did you get into politics?**

Growing up in Iowa, I got the political bug at a very young age. I volunteered on some campaigns in college and started my career as a legislative intern at the Missouri Capitol through Missouri State's internship program in January of 2008. I got hired to work on some Missouri House campaigns in 2008 by Robert Knodell and the HRCC team and was involved in two successful races, even in a horrible year for Republicans. I saw firsthand the impact that I could have on the outcome of elections, even as a college senior, and have been involved in politics ever since.

#### **What does a "normal" day look like for you?**

First and foremost, every day starts with coffee