

Contact Info: <http://www.baltimoresun.com/news/opinion/bal-letter-submission-ngux-htmlstory.html>

Link to article: <http://touch.baltimoresun.com/#section/-1/article/p2p-84896926/>

Email Subject: Letter to the Editor

Hi,

I'm submitting the following letter on behalf of the CEO of the National Association of Health Underwriters, Janet Trautwein. Is there any chance you might be able to run it?

Best,
Kelly

Kelly Loussedes
National Association of Health Underwriters
202-595-3074

Dear Editor,

Maryland made the right call by promising consumers "better access to knowledgeable brokers" during this year's open enrollment period ("Third year of open enrollment on health exchange begins," November 1). Licensed, professional agents and brokers have a decades-long track record of helping consumers secure coverage that suits their needs and budget.

According to a study from the Kaiser Family Foundation, nearly half of all agents devote much of their time to investigating coverage options. Nearly three-quarters spend a significant portion of their time explaining coverage to their clients.¹

Agents and brokers have also proven effective at helping individuals with the new health exchanges. In fact, 84 percent of consumers who received assistance from an agent when purchasing exchange coverage rated him or her as helpful -- the highest mark of any group.²

Sincerely,

Janet Trautwein
Executive Vice President and CEO
National Association of Health Underwriters
1212 New York Ave. NW, Suite 1100
Washington, DC 20005

¹ <https://kaiserfamilyfoundation.files.wordpress.com/2013/01/8321-f.pdf>

² <http://hrms.urban.org/briefs/obtaining-information-on-marketplace.html>