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TO: DAVID FEAR, SR. & JOHN J. NELSON (VIA EMAIL)

4/29/2024

Dear David and John,

I am honored to endorse Peter V. Lee for the NABIP's Harold R. Gordon Memorial Award. Peter Lee has consistently demonstrated exceptional advocacy for the agent distribution channel, actively engaging with CAHU and NAHU and playing a pivotal role in shaping marketplace policies nationally. Under his leadership, California achieved significant milestones, including the highest agent enrollment, remarkable rate stability, and a record-low uninsured rate of 6.9%.

One notable instance of his advocacy was his [2016 open letter](#) to then US HHS Secretary, Sylvia Burwell, urging other states to protect agent compensation. His foresight in highlighting the potential adverse effects of eliminating agent commissions on consumer access and market stability was commendable. As a result, Covered California became the first exchange to implement specific rules safeguarding fair agent compensation.

Peter Lee's dedication to consider and advocate for NAHU (NABIP), among many other stakeholder concerns, and his commitment to improving healthcare access through a stable agent distribution channel are exemplary.

I am proud to endorse his nomination for this esteemed award and welcome the opportunity to provide additional details, if needed.

Sincerely,

Michael Lujan, RHU
CAHU Past-President | 2015-2016



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