

The [National Association of Benefits and Insurance Professionals \(NABIP\)](#) represents over 100,000 health insurance agents, brokers, general agents, consultants, and benefits specialists. As outlined in our organization's [Healthcare Bill of Rights](#), we are committed to ensuring affordable, equitable, and high-quality healthcare for all Americans.

Each August, federal legislators are back home in their districts, welcoming visits from their constituents. This period is an important time to make your voice heard and elevate the mission and legislative priorities of NABIP members.

## Talking Points for Both House and Senate Visits:

Emphasize the positive value of your work within your local community and provide real-life examples of experiences you have had that have made a difference with their constituents.

### Agents & Brokers:

- Agents and brokers simplify the health plan selection process by providing local, friendly assistance and year-round expertise to employers, individuals, and families
- Agents and brokers help a wide range of Marketplace consumers, including the self-employed, early retirees, and those between jobs, find the right coverage.
- [Sharing client impact stories is important in your discussions.](#)

### Professionals in the Employer-sponsored Insurance space:

- Valued partner to companies evaluating benefits options that best meet the needs of their unique employee population.
- These benefits are critical in companies' abilities to attract and retain talent.
- [Sharing client and employee impact stories is important in your discussions.](#)

### Statistics:

- 2 in 3 small businesses and 1 in 3 individuals count on agents and brokers to help them select a policy. This includes nearly half of individuals in the ACA marketplace and 1 in 3 Medicare beneficiaries.
  - Most agents have more than 10 years of experience in the healthcare industry and complete regular training to ensure they have the latest knowledge to assist clients.
  - 3 in 5 agents and brokers spend some or most of their time helping clients resolve claims issues.
  - Employer-sponsored insurance: More than 180 million Americans rely on access to convenient, high-quality, and affordable health care through their employers.
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## Talking Points for District House Representative Visit:

1. H.R. 8217 Medicare Enrollment Protection Act of 2024
  - Bipartisan bill that allows COBRA coverage to count as creditable coverage for Medicare beneficiaries, just as employer-sponsored coverage does.
  - This will allow beneficiaries to access Part B on a timely basis without penalties for late entry into the program in the form of high lifetime premiums and a delayed start to Medicare coverage.
  - Over 1,000 NABIP members sent grassroots advocacy messages to their federal representatives in June, echoing the importance of this issue within communities.

[Check here](#) to see if your representative is an existing co-sponsor of the bill.

## Talking Points for Senator Visit:

1. Introduce a Senate companion bill for the Lower Costs, More Transparency (LCMT) Act; **Already Passed the House!**
  - Bipartisan Medicare bill would require hospitals to publish an annual list of provided shoppable services, including negotiated rates with plans, and PBMs to semi-annually provide employers with detailed data on the acquisition cost of drugs, total out-of-pocket spending, formulary placement rationale, and aggregate rebate information.
  - The bill would also limit providers that own multiple facilities in their ability to charge different amounts for the same care depending on where care was received.
2. S. 3204 Employer Reporting Improvement Act and S. 3227 Paperwork Burden Reduction Act; **Already Passed the House!**
  - Bipartisan bill provides much-needed relief for employers seeking to comply with the currently burdensome and costly ACA reporting requirements.
  - The bill will reduce the amount of information that would need to be reported, eliminate the requirement to collect dependent social security numbers, provide large employers more time to respond to the first IRS letter, and limit the time horizon for IRS lookback for the prior compliance period.

Check to see if your Senator is an existing co-sponsor of each bill: [S. 3227](#), [S. 3204](#).

**It's important to log your appointments with lawmakers!**

[Click here](#) to complete the survey.

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## Primer: How to Schedule and Conduct Meetings with Your Lawmakers

NABIP has put together a webinar on scheduling, preparing, conducting, and following up on your meeting with your policymaker.

### Overall NABIP Tips:

#### 1. Scheduling and Preparing for Your Meeting

- Look up your [members of Congress](#), visit their website, and find the phone number for their district office. Ask for the staff member who schedules in-district meetings and confirm the required steps to schedule a meeting.
- You may meet with the member's staff instead of the member. These meetings are very important, as staff synthesizes constituents' feedback and advises the member.
- Confirm your appointment 1-2 weeks before your meeting. If the member can no longer meet, request a virtual meeting or ask about upcoming community events.
- Speak with one voice: If bringing a group of individuals to the meeting, host a pre-meeting to outline goals, order of speakers, and messaging to be used.
- Be prompt, polite, respectful, and pleasant in all interactions with lawmakers and their staff.

#### 2. During Your Meeting

- Start your meeting on time by introducing all participants and explaining your work and service in the community. Educate the member and assume they don't know this information. Highlight your connection to NABIP.
- Get to the point quickly: make your ask clear, concise, and relevant to your policymaker. Example: "Support Senate Bills 3204 and 3227 and reduce the reporting burden on employers!"
- Use personal stories to highlight the issues' local impact and significance.
- Allow time for the lawmaker's or their team's thoughts and questions. Ask for their position if not volunteered.
- Do not mention any personal or organizational campaign contributions.
- Provide your contact information for follow-up and offer to assist the office further as a resource.

#### 3. After Your Meeting

- Send a thank you letter, re-emphasizing key points discussed. Provide any promised information and include any photos taken with the legislator.
  - Tell NABIP you've met with your policymaker! [Click here](#) to complete the survey.
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