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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,

A recent article detailed how efforts to train people to help consumers enroll in the new health insurance exchanges "are barely off the ground in many states" ("Preparations for Health Exchanges on Tight Schedule," Aug. 7). But there's already a highly trained group of professionals available to ease the public's transition into the exchanges -- licensed health insurance agents. They've been fulfilling the coverage needs of consumers for decades -- and are ready to do the same this fall.

Consumers already count on agents to educate them about coverage options. A recent Kaiser Family Foundation survey found that 92 percent of agents spend some or most of their time explaining benefits to consumers.¹

Small businesses also rely on agents for guidance. Nearly three-quarters of small businesses trust agents the most when they need answers regarding the healthcare law, according to a recent survey from eHealth.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 <http://kaiserfamilyfoundation.files.wordpress.com/2013/01/8321-f.pdf>

² http://news.ehealthinsurance.com/_ir/68/20132/eHealth%20Spring%202013%20Small%20Bus%20Survey.pdf