



FOR IMMEDIATE RELEASE

March 5, 2024

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NABIP Expresses Concerns Over White House Initiatives on MA Agent Compensation

Washington, DC - The National Association of Benefits and Insurance Professionals (NABIP) acknowledges the recent White House Fact Sheet on actions to lower costs for Americans and fight corporate rip-offs. However, NABIP expresses profound reservations regarding the outlined initiatives, related to Medicare Advantage (MA) agent compensation.

Agents Are Paid a Fixed Compensation

Medicare agents operate under a fixed compensation structure, established and regulated by the Centers for Medicare & Medicaid Services (CMS). Unlike some industries where financial incentives might lead to biased recommendations, Medicare agents do not stand to gain more by steering beneficiaries towards specific plans.

Regional Plan Options Prioritized for Comprehensive Coverage

Agents go above and beyond to provide beneficiaries with a comprehensive array of regional plan options. This dedication ensures that Medicare beneficiaries are presented with choices that align with their geographical location and health needs.

High Senior Satisfaction in MA Plans Reflects Agent Expertise

The satisfaction levels among seniors enrolled in MA plans are testament to the expertise and commitment of Medicare agents. By carefully assessing the unique needs of each beneficiary, agents place seniors into plans that not only meet but exceed their expectations. This personalized approach to healthcare coverage contributes significantly to the overall well-being and contentment of Medicare beneficiaries.

Empowering Beneficiaries to Choose Excellence

A unique aspect of the Medicare agent's role is the recognition that their book of business holds value. If, for any reason, an agent fails to serve a beneficiary to their satisfaction, the individual has the power to make a change. Beneficiaries are empowered to select a different agent who can better align with their evolving needs, thus ensuring an ongoing commitment to excellence in service.

“Medicare agents are vital advocates for seniors navigating the complex world of healthcare coverage,” stated NABIP CEO Jessica Brooks-Woods. Their dedication to transparency, regional inclusivity, personalized service, and client empowerment collectively contribute to the overall positive experience of Medicare beneficiaries. NABIP remains open to engaging in constructive conversations on MA with policymakers to address these concerns and work towards solutions that ensure a fair and effective Medicare marketplace.”

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[NABIP](#) is the preeminent organization for health insurance and employee benefits professionals, working diligently to ensure all Americans have access to high-quality, affordable healthcare and related benefits. NABIP represents and provides professional development opportunities for more than 100,000 licensed health insurance agents, brokers, general agents, consultants, and benefit professionals through more than 200 chapters across America.