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Link to Article: <https://www.politicopro.com/story/healthcare/?id=39825>

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
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Dear Editor,

An article this week on the drive to enroll people in the Affordable Care Act's insurance exchanges failed to mention one group that has done wonders to get people covered -- licensed agents and brokers ("Obamacare foot soldiers, armed with experience," Oct. 22).

Brokers were responsible for 39 percent of those who enrolled in private health plans through California's exchange. Kentucky brokers signed up 44 percent of the folks who purchased private coverage through the state's exchange.¹

Nationwide, nearly 84 percent of those who got assistance purchasing exchange coverage rated their agent or broker as "helpful." No other enrollment assistance group received a higher satisfaction rate.²

Agents also help people save money on health insurance. A recent study from the University of Minnesota found that premiums were 13 percent lower in counties with higher populations of brokers.³

Sincerely,

Janet Trautwein
Executive Vice President and CEO
National Association of Health Underwriters
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¹ <http://kaiserhealthnews.org/news/insurance-brokers-key-to-kentuckys-obamacare-success/>

² http://www.allhealth.org/briefingmaterials/5-WALTMANSLIDES_BL.PDF

³ http://articles.washingtonpost.com/2013-08-22/national/41435388_1_small-firms-small-employers-brokers