



**THE COUNCIL**  
of INSURANCE  
AGENTS & BROKERS



**NATIONAL ASSOCIATION**  
OF INSURANCE AND  
FINANCIAL ADVISORS

**FOR IMMEDIATE RELEASE**  
**May 13, 2009**

### **Producer Groups Issue Statement Promoting the Value of Health Insurance Agents and Brokers**

(Washington, DC) –The major health insurance producer groups including AHIA-NAIFA Health and Employee Benefits (AHIA), The Council of Insurance Agents & Brokers (CIAB), Independent Insurance Agents & Brokers of America (IIABA), National Association of Health Underwriters (NAHU) and the National Association of Insurance and Financial Advisors (NAIFA) today joined forces in a letter to congressional leaders promoting the value of health insurance producers.

The organizations collectively represent over 500,000 health insurance agents, brokers, advisors, consultants and employee benefit specialists.

Every day hundreds of thousands of professional health insurance agents and brokers help individuals and employers purchase health insurance coverage that best fit their specific budget and health care needs. More importantly, agents and brokers help their clients resolve day-to-day issues that may arise after the point of sale. As benefit specialists, professional health insurance agents and brokers design benefit plans, resolve claims disputes, conduct enrollments/terminations, assist with COBRA administration, and solve complex billing issues.

Given our successful record of support and service on behalf of consumers, patients and employers across the United States, we would have strong concerns with any legislative proposal that would deprive access to the services of professional agents, brokers and consultants. There is no way a governmental agency in some far-off location could match the service and value agents and brokers bring to their clients.

The American health care system truly needs competent producers in the field. They are a vital component and fulfill many essential roles in our industry, but their primary role is the ability to communicate complicated information in a manner that health care consumers can easily understand.

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The letter follows.

For more information or to schedule an interview, please contact:

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