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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

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Kelly Loussedes  
National Association of Health Underwriters  
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Dear Editor,

A recent article reported that some Minnesota consumers are struggling to find coverage that suits their needs through the state health insurance exchange ("MNsure health exchange draws praise, confusion," Oct. 7). State leaders and consumers should remember that licensed, professional agents can help give shoppers the guidance they may need.

Consumers already count on agents to educate them about their coverage options. A recent AFLAC survey found that 78 percent of consumers would like to have the guidance of an agent when shopping for health insurance.<sup>1</sup>

Minnesotans may also enjoy lower premiums if they enlist the assistance of agents. A recent study from the University of Minnesota found that in counties with higher populations of agents, premiums were 13 percent lower than in counties with fewer agents.<sup>2</sup>

Sincerely,

Janet Trautwein  
Executive Vice President and CEO  
National Association of Health Underwriters  
1212 New York Ave. NW, Suite 1100  
Washington, DC 20005

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<sup>1</sup> <http://www.aflac.com/aboutaflac/pressroom/pressreleasestory.aspx?rid=1838392>

<sup>2</sup> [http://articles.washingtonpost.com/2013-08-22/national/41435388\\_1\\_small-firms-small-employers-brokers](http://articles.washingtonpost.com/2013-08-22/national/41435388_1_small-firms-small-employers-brokers)