

New Jersey of Association of Health Underwriters

Nicole E. Gunia, President



Dear Colleague:

Key members of the Legislature have been holding informal discussions with members of our Association, as well as other interested parties, over the past 18 months to address individual and small group health insurance reform. There has been some informal talk to “**eliminate or reduce the role of the health insurance broker.**”

Some allege that brokers do not add value to the insurance process and the “absence of a broker commission” would ultimately reduce the cost of health insurance. Others are talking about the merger of individual and small markets, increasing the premium for small businesses.

Our Association’s mission has always been to inform decision makers about the important role of the broker and to ensure that we remain a vital part of the insurance procurement process. To that end: **We need your help now!** It is critical that we make *all* of our voices heard. The Legislature needs to know about the value we bring to the health insurance industry.

The time is *now* to join NJAHU.

We will be holding three regional events to provide brokers statewide with a free seminar about the industry. Learn where the business is going in New Jersey and how your fellow brokers are advocating on your behalf in Trenton and throughout the state. Also, you can learn what you can do to help!

Events are scheduled for:

Tuesday, Nov. 27 10 a.m.

Horizon BCBS atrium – 1st floor
250 Century Pkwy
Mt. Laurel, NJ 08054

Tuesday, Nov. 27 2 p.m.

Aetna – The Boat Room
One Farr view Dr.
Cranbury, NJ 08512

Wed., Nov. 28 2:30 p.m.

Empire Diner
1315 Route 46 west
Parsippany, NJ 07054

RSVP by calling 973.379.1100 x12 so we can expect you.

Yours very truly,

Nicole E. Gunia
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P.S. As our strength grows with our numbers, we are including a Membership Application to the NJAHU. Please consider joining *today*. Help us help you!