



March 21, 2017

Dear Members:

As President of the Pennsylvania Association of Health Underwriters (PAHU), I am writing to advise you as to a development of importance to our Association, its members, and your profession. After nearly two decades as our Lobbyist, Vince Phillips will no longer serve us in that capacity after June 30, 2017.

Vince has been at the forefront of just about every issue imaginable covering the breadth of our industry. He has helped us with successes in health price transparency, promoted consumer-directed health care legislation, prevented expansion of the state Sales Tax to your professional fees, fought off efforts to consolidate health benefits for school employees into a state-run system (takes away the freedom of school districts to choose which plan and which broker) and helped assure we have inclusion of an insurance producer on the PA Long-Term Care Council.

In addition, he has been instrumentally involved in representing our industry and individual PAHU members' concerns to eight Insurance Commissioners under seven Governors. He helped craft the Producer Licensing system we know today, fought against government intrusions into the private sector health insurance market, and worked to protect brokers against the various attacks on the integrity of our licenses from those wishing to sell insurance without being licensed. Vince and former Legislative Chair Shelly Bloom were instrumental in getting legislation enacted requiring that navigators and certified application counselors be registered with the Insurance Department. Now, he is leading the struggle to allow agents and brokers to charge a fee in the individual health market if there is no commission.

After this record of service for nearly 20 years, Vince simply said "It's time."

Please join me at two upcoming events to show our collective appreciation to Vince for being our advocate. These events are his final PAHU Day on the Hill in Harrisburg April 25. The second event comes the day before, April 24, at our pre-Day on the Hill meeting and rally in Harrisburg where both he and Shelly Bloom will be honored.

I truly hope you will join others from your Association in making this the best Day on the Hill and of course paying respect to one who richly deserves it.

Sincerely,

Peter Gualtieri
President

Pennsylvania Association of Health Underwriters