



One Minute Message for March, 2011

Submitted by Oly Storz, VP of PAC

WATCH WHAT THEY DO

Many people believe the words spoken by politicians. Promises made during political campaigns are regularly broken after elections quickly become distant memories. Unfortunately, people continue to believe the words that contradict the deeds (votes taken). Even people in our industry, including many CAHU members, often refuse to see the truth that is there for all to see – in plain sight. How can this be?

Nearly all politicians of both parties claim to support more choices for consumers – which would logically lead to better decisions and lower prices. Most politicians will acknowledge that popular programs like Medicare Advantage, Section 125 Medical Reimbursement Accounts and HSA plans are good for consumers, that they do indeed provide choice, and, that they do help reduce cost through tax breaks and price shopping by consumers.

Let's examine the deeds of our friends in Congress and the current administration when it comes to dealing with the first of these programs, Medicare Advantage. Medicare Advantage has been a tremendous vehicle for receiving medical care conveniently and inexpensively. They have been especially helpful to lower income seniors – the very people politicians claim to want to help. Why, then, do these politicians work to make these products less attractive by reducing funding to the carriers that offer the products resulting in fewer carriers and fewer products. Why do they work to restrict policy designs? Why do they work to make the products less attractive to consumers resulting in fewer privately insured seniors?

In California, in our State Legislature, many of our elected representatives see successful, popular programs like Medicare Advantage as threats to their dream of government healthcare for all. Seniors **like** Medicare Advantage and will resist efforts to eliminate it. By making Medicare Advantage less attractive and more expensive, that resistance is reduced and government-run senior care starts to look more appealing. Meanwhile, the politicians constantly blame the insurance industry for the lack of products and high prices. Clever, eh?

Destroy the programs that work while professing to help the public seems to be the standard operating procedure. Create enough of a mess so people will demand and embrace government healthcare. This is the war we are fighting in California. The constant battles must be fought by **YOUR** association, **CAHU**.

CAHU, with the funds raised by **CAHU PAC**, must fight for and against legislation bill by bill and word by word. This is an incredibly tedious and time-consuming process. It requires large sums of money that must be raised, first and foremost, from our members. **Only one out of four CAHU members makes any monthly or lump-sum PAC contribution.** These members are doing the heavy lifting for everyone else -- the other three out of four.

Isn't it time for the rest of you to come aboard and join the fight for our industry? I challenge you to give at least \$21 a month to **CAHU PAC** to invest in a competitive market for your clients and for the sake of your future career.