

**Survey Name: July 2017 ABS Reader Survey****Survey Report****Total Respondents: 584**

First Date Submitted





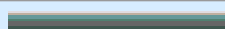
07/25/2017 Tuesday

Last Date Submitted

08/16/2017 Wednesday

**Question 1****How old are you?**

Responses

under 30	11		2%
31-45	105		18%
46-50	71		12%
51-60	183		32%
over 60	208		36%

**Total Respondents:**

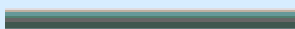

578

**Did Not Answer:**

6

**Question 2****What is your gender?**

Responses

Female	271		48%
Male	292		52%

**Total Respondents:**


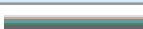
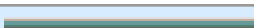
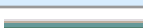
563

**Did Not Answer:**

21

**Question 3****How many years have you been in the industry?**

Responses

	72		12%
11-20	132		23%
21-35	239		41%
Over 35	136		23%

<b>Total Respondents:</b>	579
<b>Did Not Answer:</b>	5

Question 4

<b>What is your job title?</b>		
Responses		
<b>Total Respondents:</b>	555	
<b>Did Not Answer:</b>	29	

Question 5

<b>What best describes the firm in which you work?</b>			
Responses			
Agency with 1 or 2 owners	194	<div></div>	33%
Agency with 5-15 employees	111	<div></div>	19%
Agency with 16-30 employees	48	<div></div>	8%
Agency with 31 or more employees	115	<div></div>	20%
Carrier	38	<div></div>	7%
TPA	25	<div></div>	4%
Other	50	<div></div>	9%
<b>Total Respondents:</b>	581		
<b>Did Not Answer:</b>	3		

Question 6

<b>What types of plans do you sell? (Check all that apply.)</b>			
Responses			
Individual	356	<div></div>	61%
Small-group	493	<div></div>	85%
Large-group	402	<div></div>	69%
DI	369	<div></div>	63%
LTCI	209	<div></div>	36%
CDHPs	298	<div></div>	51%
Dental	509	<div></div>	87%
Vision	489	<div></div>	84%
Self-funded	360	<div></div>	62%

Voluntary/worksite	363	<div></div>	62%
Wellness	192	<div></div>	33%
Medicare supplements	316	<div></div>	54%
Medicare Advantage	227	<div></div>	39%
Annuities	92	<div></div>	16%
International/Expat plans	148	<div></div>	25%
Life	419	<div></div>	72%
Other	60	<div></div>	10%

Total Respondents:	582
Did Not Answer:	2

Question 7

What size of employee groups do you typically work with?

Responses

Two to 50 employees	360	<div></div>	65%
51 to 250 employees	152	<div></div>	27%
251-500 employees	24	<div></div>	4%
501+ employees	22	<div></div>	4%

Total Respondents:	558
Did Not Answer:	26

Question 8

What is your purchasing role?

Responses

Final authority on all products and services	180	<div></div>	32%
Recommend products and vendors for consideration	213	<div></div>	37%
Specify products for purchase by final decision-maker	50	<div></div>	9%
No purchasing role	126	<div></div>	22%

Total Respondents:	569
Did Not Answer:	15

Question 9

Which products do you think you might begin selling next year?






Responses

Total Respondents:	262	
Did Not Answer:	322	

Question 10

How long have you been a member?

Responses

less than five	147		25%
five to 10	134		23%
10 to 15	96		17%
15 to 20	85		15%
more than 20	119		20%

Total Respondents:	581
Did Not Answer:	3

Question 11

Please rank the reasons for your membership in order of importance:

	1	2	3	4	
Networking	83 (14 %)	111 (19 %)	308 (53 %)	75 (13 %)	
Legislative/compliance information	366 (63 %)	138 (24 %)	60 (10 %)	13 (2 %)	
Professional development	119 (21 %)	312 (54 %)	132 (23 %)	14 (2 %)	
Recognition	9 (2 %)	16 (3 %)	77 (13 %)	475 (82 %)	

Total Respondents:	577
Did Not Answer:	7

Question 12

Finally, what is your opinion of America's Benefit Specialist, the official publication of NAHU?

Responses

Total Respondents:	415	
Did Not Answer:	169	

