This is a survey prepared in conjunction with the Medical Tourism Association and Los Angeles Association of Health Underwriters. Anonymous results will be published as a combined study in Medical Tourism Magazine.

Los Angeles Association of Health Underwriters was organized in 1979 to fill the need for a local organization comprised of the professionals who sell and distribute health insurance products, so they can have a voice in determining their own professional future and to improve their skills. LAAHU – Los Angeles Benefits Specialists – is an active organization composed of over 500 members. Members of LAAHU automatically become members of the California Association of Health Underwriters (CAHU), our state association, and the National Association of Health Underwriters (NAHU), our national association.

The mission of LAAHU is to promote the highest standards of professionalism and integrity in the health care industry. We will achieve this through education, public service and communication to our members, the consuming public and government entities.

**Demographics:**

- **Broker:** 70%
- **General Agency:** 9%
- **Carrier:** 17%
- **Large Agency:** 4%

**The Survey**

Q1: Have you heard of Medical Tourism, where Americans are traveling overseas for healthcare, such as medical procedures, such as knee replacement, back surgery, heart procedures, transplants, cosmetic surgery or dental treatments and saving up to 90% on the cost of the procedures?

Q2: Did you know that Aetna, WellPoint Blue Cross Blue Shield and other health insurance carriers have implemented “pilot projects” allowing for medical tourism in US health insurance plans?

Q3: Are you involved in the sale of health insurance, as a health insurance agent, consultant, general agent or working for a health insurance carrier, TPA or similar organization?

Q4: Would you consider offering medical tourism to your clients if your client could save up to 90% on the cost of major surgeries and you could ensure equal to or higher quality than in American hospitals?
Q5: Would you like to learn more about Medical Tourism and what the quality of care is like overseas?

Q6: Do you think medical tourism should be allowed for Hispanic Americans living in California with a US health insurance plan that may want to receive medical treatment in Mexico if it costs them less?

Q7: Do you think the California Government should offer Medical Tourism as an option to employees to help with the budgetary crisis and save California up to 90% on the cost of major surgeries?

Q8: Medical Tourism is a voluntary/optional benefit and employees or an insured are not required or forced to go overseas for healthcare. Do you agree with this?