

## **Sellersville Chamber of Commerce to address region's companies concerns over rising health insurance costs**

**Sellersville, PA** – March 2005 - Francis Roeder, President of the Sellersville Chamber of Commerce announced that the Chamber and its benefits administrator, The Administrators, Inc. (TAI), will begin offering an employer benefits consulting program that is novel in the region. While most associations are limited by the provider, the Chamber's administrator will be offering programs that are a blend of "cafeteria" and other consumer-driven initiatives – commonly known as CDHPs.

Mary June McCann, director of sales for TAI, observed that, "The rapid rise of health insurance costs nationwide can only be addressed by a menu of choices for employers based on their ages, current needs, and projections of future workforce composition. Many employers today are bewildered by the seemingly inexplicable underwriting standards that insurers apply when quoting premiums. We will work with each Sellersville Chamber member company to build their health insurance and non-traditional health selections. Our mission is to provide an affordable, customized benefits program that takes advantage of different types of coverage." McCann further explained that this approach is not typical for most business associations and chambers in the region. "Our approach does take into consideration that Congress is currently considering new ways in which small businesses can affordably purchase health coverage for their employees."

"We want Sellersville Chamber members to be positioned so they can access new alternatives to conventional health insurance," said McCann. She also stressed that, "This is not an association insurance plan, but instead a consumer consulting program that allows each company to combine brokered products, non-traditional and non-exclusionary association products and discount programs, including prescription drugs and cash supplement plans."

Chamber President Roeder said, "This is only one of many Sellersville Chamber initiatives to position itself as a leading organization for the larger business community in Bucks County. We have already announced our collaborative efforts with The Administrators, Inc. to address the benefits needs of employers. It is our plan to soon offer even more access to education, networking and advocacy through joint efforts with a large regional business organization. We believe that our efforts will give our members two distinct advantages: access to larger regional markets for business growth and promotion of Bucks County tourism to businesses throughout the region."

For additional information regarding the Sellersville Chamber of Commerce contact Francis Roeder at (215) 257-4262; by e-mail at [sellershofcom@netcarrier.com](mailto:sellershofcom@netcarrier.com) or on the web at [www.sellersvillechamberofcommerce.com](http://www.sellersvillechamberofcommerce.com).

For additional information regarding The Administrators, Inc. contact Christina Roberts at (800) 634-4428; by e-mail at [troberts@snip.net](mailto:troberts@snip.net) or on the web at [www.tai-pa.com](http://www.tai-pa.com).

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