

United HealthCare Nov. 10 Employee Lobbying Email and Documents

- **United HealthCare's e-mail to employees** (links to letters are behind an employee password barrier. They are posted in clear text below. Typography is preserved to the extent possible.):

From: United for Health Reform Update
Sent: Nov 10, 2009 2:30 PM
Subject: Write Your Senators!

United for Health Reform

<http://images.capwiz.com/unitedhealth/images/logo.gif>

This past Saturday, the U.S. House of Representatives passed H.R. 3962, the Affordable Health Care for America Act, and in the coming weeks the Senate will be debating its version of the health reform bill. We are at a pivotal time for the ultimate direction of health care reform, and your Senators want to hear from you, as individuals and health care experts.

Write your Member of Congress

Please take action by writing a letter to your elected officials in Washington. Visit the United for Health Reform "Write Lawmakers"

<http://www.unitedforhealthreform.com/write-lawmakers> website for template letters to send to your Members of Congress. Feel free to edit the letters to better share your own viewpoint.

Please visit www.unitedforhealthreform.com

<http://www.unitedforhealthreform.com/> to find out more about ways to get involved. If you are logging in to the United for Health Reform website for the first time, click here <http://www.unitedforhealthreform.com/people/forgot> to input your work email address to retrieve your password. Your password will be emailed to you immediately.

Please note that all activity is voluntary and you may express any position you may have. While we look forward to your participation in this important debate, we remind you that you are communicating your unique messages and personal perspective as individuals, not on behalf of the company. Also, consistent with UnitedHealth Group's mission and values, we once again emphasize that your participation should be collegial, collaborative, and respectful of the process of informed discourse.

Thank you for your continued participation in the United for Health Reform effort!
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- **Preface to Form Letters to Senators:**

Write Lawmakers---

Support Comprehensive Health Care Modernization

Congress is currently considering a variety of approaches to reforming America's health care system that will have a profound impact on how

- Americans access health care,
- The quality of the care they receive,
- And how it is paid for.

Our mission is to help people lead healthier lives, and we have been at the forefront of health care modernization for more than a decade on behalf of patients, physicians, consumers and our customers. While we strongly support the need for changes in the system to make health care work better, these changes are likely to affect our lives more directly than many other Americans. As progress toward health care reform accelerates this summer and the President and Congress seek to advance specific legislation, now is the time for action.

It is important that we, as members of the health care industry and as individuals, make our voices heard on this important issue. Therefore, we encourage you to actively participate in this debate as both industry voices as well as individuals. Please take action by writing a letter to your elected officials in Washington.

Your participation is completely voluntary and you may express any opinion you may have. You should feel free to identify yourself as an employee of UnitedHealth Group, but you need to be clear you are speaking as an individual and not on behalf of the company.

- **Form Letter No. 1 to Senators (Medicare Advantage funding):**

PART D TEXT - OPTION 1

I am writing today to urge you to protect seniors from cuts in their Medicare Advantage benefits.

While I am contacting you as an individual, I am also an employee of UnitedHealth Group. My company and others like it have been innovators in developing best practices that make care more affordable and improve quality. This includes developing Medicare Advantage (MA) plans for Medicare recipients that save seniors money and guaranty access to MA's expanded and affordable benefits regardless of pre-existing conditions or health status.

Medicare Advantage was created by Congress to offer seniors a comprehensive range of

benefits that focus on primary care and preventive medicine. Seniors who participate in this program overwhelmingly express satisfaction with their MA plans, which outperform traditional Medicare fee-for-service in numerous health care quality measures.

At a time when managing rising health care costs are a bigger issue for seniors than ever before, MA plans are a vital source of affordable, predictable medical coverage for more than 11 million Medicare beneficiaries -- about half of whom live on less than \$20,000 a year. Compared with traditional fee-for-service Medicare, MA offers its recipients lower co-payments and protection from the high costs of catastrophic health events.

Medicare Advantage is working well for 11 million Medicare recipients -- and more seniors are choosing MA to manage their health care needs every year. As you consider comprehensive health care reform, I urge you to build upon what is currently working in the Medicare system and not limit the ability of seniors to access the program. Please preserve MA funding levels and enrollment opportunities so that seniors who like their current coverage can keep it.

- **Form Letter No. 2 to Senators (No public option, tougher consumer penalties):**

HEALTHCARE TEXT - OPTION 2

As a member of the health care community, I am writing to urge you to support comprehensive health care reform that brings everyone into the system, protects families who are already insured, and keeps coverage affordable, stable, and accessible for all.

I am concerned that the health care reform bills currently being considered by Congress will not effectively ensure affordable and sustainable health care options for all Americans.

Government-run health care will result in millions of Americans not being able to keep their current coverage and will lead to unintended consequences of higher premiums and less choice. In addition, I am disturbed by proposed legislation that will lead to increased taxes, less affordable coverage, and reduced benefits. Recent analysis from economists and experts has shown that these bills will lead to increased health care costs and premiums for most Americans. When testifying before the Finance Committee on the impact of these increased taxes recently, the Director of the independent, nonpartisan Congressional Budget Office said, "Our judgment is that that piece of the legislation would raise insurance premiums by roughly the amount of the money collected."

As many have said, now is the time for health care reform, and I believe that there is a way to effectively modernize the system. While I am writing to you as an individual, and the opinion I express is my own, I work at UnitedHealth Group, a company that has proposed market reforms that will guarantee quality, affordable and portable coverage for all, regardless of gender, health status, or pre-existing conditions. However, as we have learned from experiences in various states, in order for these market reforms to be

successful, they must be accompanied by an effective personal coverage requirement.

The 75,000 men and women of UnitedHealth Group are committed to health care modernization, and, as your constituent, I urge you to oppose tax increases, benefit cuts, and government-run health care. Instead, I strongly urge you to support bipartisan health care reform legislation that improves quality, reduces costs, and expands coverage.

Write a letter to the editor

Letters to the Editor are one of the most widely read sections of the newspaper and reach a large audience. They allow community members to comment on the way issues are being addressed in the media and to influence what topics the local paper covers. Elected officials often monitor this section of the newspaper and take notice of constituents' opinions.

Please refer to Write Lawmakers for template letters that address some of our key concerns regarding health care reform.

The address to which letters should be sent usually is printed in your newspaper. You can also find it by clicking this link.

Tips on Writing Letters to the Editor

- Keep it brief. A short letter will run in its entirety, where as a longer letter may be edited or not run at all. Keep it short, 250 words or less to maximize your impact.
- Make specific references. While some newspapers will print general commentary letters, most prefer letters that respond to a specific article. Be factual and highlight aspects of the issue that haven't been previously addressed.
- Include your contact information. Many newspapers will only publish a letter to the editor after verifying the author's contact information. When printed, the letter will usually only include your name and city.
- Type your letter and sign it.
- Don't write every week. Many newspapers have rules limiting the number of letter writers to a few appearances each year, and you will wear out your welcome if you write too frequently.
- Share your unique perspective. As a leader in the health care industry, write about your perspectives and experiences.
- **Share a copy of your letter with us.(emphasis added)** We appreciate your efforts in furthering the health reform dialogue with your community and encourage you to send a copy of your completed letter to the editor to us at hcreform@uhc.com.

Please note that all activity is voluntary, and you may express any opinion you may have. While we look forward to your participation in this important debate, we remind you that you are communicating as individuals, not on behalf of the company, with unique messages and personal perspective. Also, as is consistent with UnitedHealth Group's mission and values, we once again emphasize that your participation should be collegial, collaborative, and respectful of the process of informed discourse.