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**Word & Brown's Don Goldmann Elected Secretary of the  
National Association of Health Underwriters**

(ORANGE, CA – August 8, 2011) — Don Goldmann, vice president of Word & Brown University for [Word & Brown](#) Insurance Administrators Inc., has been elected secretary of the National Association of Health Underwriters (NAHU). Goldmann is a current member of the NAHU board of trustees and is a past president of the California Association of Health Underwriters.

NAHU represents more than 100,000 licensed health insurance agents, brokers, consultants and benefits professionals through more than 200 chapters across America. With his election, Goldmann joins the national NAHU board of trustees' executive committee and will move up the chairs each of the coming years, culminating with becoming NAHU president in 2015.

“Every day NAHU members help millions of clients who are struggling to balance their desire to purchase high-quality, comprehensive health coverage with the reality of rapidly escalating medical care costs,” said Goldmann. “As healthcare becomes more complicated and new questions arise under healthcare reform, our role becomes even greater as we help guide people through the complexities of health insurance purchasing and enrollment, while ensuring they get the best policy at the most affordable price.”

Nationally recognized for his in-depth analysis of the healthcare insurance market, Goldmann's career has spanned more than 30 years. He joined Word & Brown in 2005 as national vice president of sales and led the project to expand the Word & Brown General Agency nationally. As vice president of Word & Brown University, Goldmann develops and implements training programs for brokers entering the business, continuing education programs for experienced brokers, and motivational presentations for all industry professionals.

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## **Word & Brown/Goldmann Announcement**

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Before joining Word & Brown, Goldmann was national director of sales for CIMS, a general agency with offices in seven states. Previously, he was vice president of sales and marketing for Group Benefits Plus and also vice president for MetLife. Goldmann began his career as a life insurance agent with Mass Mutual and later joined FHP where he held a sales management position.

Goldmann is a highly sought-after speaker and frequent contributor to national, state and local journals for health and life underwriters, CPA societies, societies for financial planners, life insurance company office management groups, employee benefit associations, top-producer conferences, and other trade and community organizations.

### **About the Word & Brown General Agency**

For nearly three decades, the Word & Brown General Agency has developed and distributed, through licensed insurance brokers, a wide array of health benefit plan models and solutions to individuals, families and employers of all sizes. It is part of The Word & Brown Companies, which currently works with more than 50,000 brokers to serve nearly 60,000 employers with more than six million eligible employees across the country. With its breadth of services, interconnectivity between product lines and strong commitment to customer service, Word & Brown has become the nation's leader in developing and offering innovative technology, health benefit plan models, and sophisticated employee benefits services. For information, visit [www.wordandbrowncompanies.com](http://www.wordandbrowncompanies.com).

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