

**Update on Individual Health Insurance
Kaiser Family Foundation and eHealthInsurance
August 2, 2004**

Biography of Speakers

Gary Claxton is a Vice President and the Director of the Health Care Marketplace Project at the Henry J. Kaiser Family Foundation. The Project provides information, research, and analysis about trends in the health care market and about policy proposals that relate to health insurance reform and our changing health care system. Prior to joining the Foundation, Mr. Claxton worked as a senior researcher at the Institute for Health Care Research and Policy at Georgetown University, where his research focused on health insurance and health care financing. From March 1997 until January 2001, Mr. Claxton served as the Deputy Assistant Secretary for Health Policy at the U.S. Department of Health and Human Services (HHS), where he advised the Secretary on health policy issues including: improving access to health insurance, Medicare reform, administration of Medicaid, financing of prescription drugs, expanding patient rights, and health care privacy. Other previous positions include serving as a consultant for the Lewin Group, a special deputy in the Office of the Assistant Secretary for Planning and Evaluation at HHS, an insurance analyst for the National Association of Insurance Commissioners, and a health policy analyst for the American Association of Retired Persons.

Gary Lauer is the Chief Executive Officer of eHealthInsurance. Since he joined eHealthInsurance in January 2000, the company has become the leading source of health insurance for individuals, families, and small businesses across the United States. Mr. Lauer previously served as the Chairman and CEO of MetaCreations Corp, leading the turnaround of the public graphics software company that is now named ViewPoint. Prior to MetaCreations, Mr. Lauer spent more than nine years at Silicon Graphics, Inc. (SGI) where he was part of a senior executive team that grew SGI from approximately \$100 million to \$3.5 billion in revenue. Mr. Lauer started his career with IBM, where he held a variety of marketing, sales, and management positions. Mr. Lauer currently serves as a member of several public and private boards of directors. He holds a B.S. degree from the University of Southern California Business School.

Mitch Ross is Vice President of Producer Sales for the Individual and Government Business Unit of Blue Shield of California. In this position, Mr. Ross is responsible for providing strategic leadership to the company's producer sales team that represents its Individual and Family Plans and Medicare Supplement Plans to producers throughout California. After several years in accounting and finance, Mr. Ross started his health care career as a broker in 1986 before joining CareAmerica in 1987. Throughout the next 11 years, he was an Account Executive, Sales Manager, and Sales Director with CareAmerica until Blue Shield of California

acquired them in 1998. After the acquisition, Mr. Ross went on to hold leadership positions at Prudential and Aetna before returning to Blue Shield in January 2001 as the District Manager in the Commercial Business Unit's Los Angeles sales office. In May 2002, he became the Director of Underwriting for the company's Individual, Family, and Medicare Supplement plans, and has been in his current position of Vice President of Producer Sales for the Individual and Government Business Unit since April 2003. Mr. Ross graduated from the University of California, Irvine with a bachelor's degree in Economics, and earned a Masters Degree in Business Administration from The Anderson School at the University of California, Los Angeles.