[PRACTICE LETTERHEAD]

March 27, 2017

The Honorable Cathleen Galgiani

California State Senate

State Capitol, Room 5097

Sacramento, CA 95814

**RE: SB 198 (Galgiani): Hearing Aid Dispensers**

**POSITION: *SUPPORT***

Dear Senator Galgiani,

[INSERT YOUR NAME AND PRACTICE] is proud to ***Support your SB 198***, which would allow licensed hearing aid dispensers to perform ***cerumen management*** and ***tympanometry*** if they take a continuing education course and pass a proficiency exam. Unlike my colleagues in many other states, hearing aid dispensers in California do not remove excess earwax from their patients’ ears when the dispenser is attempting to prepare the ear to fit or adjust a hearing aid device. We also refrain from using tympanometry in the battery of hearing tests to indicate the proper fitting and calibration for a device or refer patients with anomalies to a specialist.

[DESCRIBE THE IMPORTANCE TO YOUR PATIENTS OF PERFORMING CERUMEN MANAGEMENT AND/OR TYMPANOMETRY. USE EXAMPLES, IF APPLICABLE].

[DESCRIBE YOUR PATIENT DEMOGRAPHICS AND BARRIERS TO THEIR HEARING CARE]. Many of our patients are elderly with limited mobility, and when we must refer them to physicians for earwax removal, it creates and extra cost to them, as well as time they go without hearing well. We need to remove excess wax in order to properly prepare the ear and adjust our patients’ devices, and tympanometry can indicate other hearing problems that can then be more accurately addressed when fitting and calibration of a device. We believe these are a critical part of our practice and that SB 198 strikes the right balance between patient safety and service to patients who purchase their hearing aids from a licensed hearing aid dispenser.

For these reasons, I am proud to support SB 198 and thank you for your leadership in authoring this measure.

Sincerely,

[YOUR SIGNATURE]

[YOUR NAME]

CC: The Honorable Jerry Hill, Chair, Senate Business and Professions Committee

The Honorable Pat Bates, Vice Chair, Senate Business and Professions Committee