



## eHealth Appoints Dave Nicklaus as Senior Vice President of Sales and Operations

July 11, 2017

MOUNTAIN VIEW, Calif.--(BUSINESS WIRE)--Jul. 11, 2017-- eHealth, Inc. (NASDAQ:EHTH), which operates [eHealth.com](http://eHealth.com), a leading private online health insurance exchange, announced today that Dave Nicklaus recently joined the organization in the role of Senior Vice President of Sales and Operations.

Mr. Nicklaus brings more than a decade of experience optimizing sales systems, technology and processes to drive volume and efficiency. Prior to eHealth, Mr. Nicklaus led Medicare telesales efforts at United Healthcare, as Vice President of Telesales Operations. In this role, Mr. Nicklaus oversaw the operations of 4,500 sales agents, and grew the Medicare sales organization into one of the highest performing in the nation.

"We are delighted to welcome Dave to the eHealth team," said Scott Flanders, CEO of eHealth. "Dave's exceptional track record and industry expertise are a perfect complement to eHealth's commitment to customer care and consumer-friendly tools that empower Americans to navigate important health decisions."

In his new cross-functional role, Mr. Nicklaus oversees sales operations for individuals and families, small and medium-sized business and Medicare health insurance plans. He works to uncover new opportunities to grow eHealth's infrastructure, capabilities and overall business, so that eHealth can further empower consumers to find the best available plan for their needs.

"I believe eHealth's leading technology, skilled agents, consumer advocacy and industry expertise provide the perfect platform for equipping consumers to take control of their health care needs," said Mr. Nicklaus. "I am working tirelessly to keep eHealth.com the online standard for finding, comparing and buying health insurance."

In addition to his experience in the health insurance industry, Mr. Nicklaus brings a robust background in information technology to eHealth. Prior to his work with United Healthcare, Mr. Nicklaus was the IT service desk manager at Schneider National for six years, and the IT manager at American Medical Security for five years. He holds a degree in business administration from Northeast Wisconsin Technical College.

### About eHealth

eHealth, Inc. (NASDAQ: EHTH) owns [eHealth.com](http://eHealth.com), a leading private online health insurance exchange where individuals, families and small businesses can compare health insurance products from leading insurers side by side and purchase and enroll in coverage online. eHealth offers thousands of individual, family and small business health plans underwritten by many of the nation's leading health insurance companies. eHealth (through its subsidiaries) is licensed to sell health insurance in all 50 states and the District of Columbia. eHealth also offers educational resources and powerful online and pharmacy-based tools to help Medicare beneficiaries navigate Medicare health insurance options, choose the right plan and enroll in select plans online through Medicare.com ([www.Medicare.com](http://www.Medicare.com)), eHealthMedicare.com ([www.eHealthMedicare.com](http://www.eHealthMedicare.com)) and PlanPrescriber.com ([www.PlanPrescriber.com](http://www.PlanPrescriber.com)).

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