

# SOUND *Advice*

**Dr. Isidore Kirsh**  
**Dr. Jennifer Elfert**



**Presented By:**

*Isidore Kirsh, Ph.D., F.A.A.A. (N.J. Lic. # 678)*  
*Jennifer Elfert, Doctor of Audiology (N.J. Lic. #904)*

## **Dr. Izzy's & Dr. Jennifer's Tips** **Poor Hearing...Lower Income**

Is there a possible relationship between your hearing ability and your income? A survey by the Better Hearing Institute shows that working Americans who ignore their hearing problems are losing at least a \$100 billion a year in earnings. The average amount of income lost by working people who do not get hearing aids ranges from \$1000 a year (for those with milder losses) to \$12,000 a year (for those with severe hearing losses). Getting a hearing aid at a younger age may help reduce the chance of losing income due to hearing loss. Most people with hearing loss are in the prime of their life including one out of six baby boomers (ages 41 to 59) and one out of 14 Gen-X-er's (ages 29 to 40). Yet only 25 percent of Americans with hearing problems are seeking help.

Many people are embarrassed to admit that they have hearing problems and might need hearing aids. Some folks think that a hearing aid will make them seem "odd" or less able to do the job than their co-workers. If you

seem out of touch because you can not hear very well, you will be more noticeable than you would be with modern digital hearing aids in your ear. In the workplace, good communication skills are essential, particularly when it comes to understanding what customers and co-workers want. Research clearly shows that untreated hearing loss disrupts family life, hampers emotional intimacy and increases the chances of psychological problems.

In summary, if you value your job, there is absolutely nothing wrong with improving the quality of your life with hearing aids. Dr. Izzy advises to take the next step before you lose out in the long run.

*Dr. Kirsh and Dr. Elfert are always available to answer your serious questions about hearing health care. Alliance Speech & Hearing Center is located at 4691 Route 9 North, Howell, NJ. They can be reached at 732-942-7220.*

As article appeared in publication

