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# MONEY MATTERS



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## Hearing Loss May Mean Income Loss

(NARS) - Maybe you haven't heard, but good hearing may mean a larger paycheck. New research indicates that there may be a relationship between your hearing and your income.

A survey by the Better Hearing Institute shows that working Americans who ignore their hearing problems are collectively losing at least \$100 billion a year in earnings. Even people with mild hearing loss, who may miss a consonant here or a word there, may lose income if they can't completely grasp the latest news at the water cooler or a phone message from the boss.

The average amount of income lost by working people who don't get hearing aids ranges from \$1,000 a year - for those with mild hearing loss - to \$12,000 a year for those with profound hearing loss.

However, on average, the income decline due to hearing loss can be cut in a half by wearing a hearing aid, the research revealed.

Many people are embarrassed to admit they have hearing problems and might need hearing aids, experts say. Some incorrectly think 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't hear very well, you will be much more noticeable than you would be with a modern hearing device in your ear," says Dr. Sergei Kochkin, the Better Hearing Institute's executive director.

Other research shows that untreated hearing problems disrupt family life, hamper emotional intimacy and increase the chances of psychological problems.



**Most people with hearing loss are still in the workforce.**

To learn more about ways to treat hearing loss, call Hearing Northwest at 1-800-770-8663 (Bellingham Office.) With service centers in Oak Harbor, Burlington and Lynden.