



Jay Nixon
Governor
State of Missouri

Kathleen (Katie) Steele Danner, Division Director
DIVISION OF PROFESSIONAL REGISTRATION

Department of Insurance
Financial Institutions
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BOARD OF EXAMINERS FOR HEARING INSTRUMENT SPECIALISTS
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Dana K. Fennewald
Executive Director

August 2007

Dear Sir or Madam:

The Missouri Board of Examiners for Hearing Instrument Specialists ("Board") is writing to all business owners and manufacturers in regard to the practice of fitting hearing instruments in the State of Missouri. The Board has concerns regarding sales representatives individually meeting with clients. It has come to the attention of the Board that there may be sales representatives that have contact with individual patients and that may be involved in the direct sale or recommendation of a hearing device.

Section 346.010 (11), RSMo defines the practice of fitting hearing instruments as, "the selection, adaptation, and sale of hearing instruments, including the testing and evaluation of hearing by means of an audiometer and the making of impressions for earmolds."

It is the Board's position that a Missouri Hearing Instrument Specialist license is required if an individual is recommending any particular device or helping with the selection of a hearing instrument for a patient. Therefore, if a licensee allows the unlicensed practice of fitting hearing instruments their license may be subject to discipline and they may be charge with a criminal offense. Also, the unlicensed individual may be charged with a criminal offense.

If you have any questions, please contact our office.

Sincerely,

A handwritten signature in black ink that reads "Dana K. Fennewald".

Dana K. Fennewald
Executive Director

DKF/ps