

# Memo

**To: All Agents**  
**From: James A Savo, FLMI**  
**VP Operations and General Manager**  
**Date: April 4, 2012**

## **The first quarter of 2012 has flown by! Are you on pace to meet your 2012 income goals?**

How about your production goals with First United American Life Insurance Company?

**Ten "Good Reasons" to sell FUA, for you and your agents to increase your Medicare Supplement & Annuity business; which in turn increases your income!**

A+ (Superior)\* rating by AM Best, security for you, your Agents and your clients!

Ten Medicare Supplements to meet all income levels!

Level commissions and Renewals paid as long as the Medicare Supplement policy is on the books; 10, 20 25 years\*\*!

Excellent Agent & Client service before & after the sale! Decades of experience in the senior market!

Free, Turning Age 65 Lead List in the Zip Codes of your choice!

12 Month Commission Advance Loans on Medicare Supplement sales...interest Free!

Flexible Premium Annuity, with 3% Guaranteed Interest Rate!

No First Year Premium Introductory Offer; Accidental Death Policy; \$3,000 Coverage for the Husband & Wife. Helps generate prospects & gather referrals!

Sales/Training Support:

Access to FUA's Agent only website for information & resources, Online Brainshark Product Training 24/7, Lap Top Sales Presentation, etc.

Outstanding Incentive programs; from Free lead mailings, gas cards, fabulous trips/Conventions and special prize drawings, such as;

**DON'T FORGET THE DREAM GIVEAWAY SWEEPSTAKES!**

*Submit Med-Supp applications between Feb. 1, 2012, and April 30, 2012, to enter the 2012 Outdoor*

***Adventure Dream Giveaway Sweepstakes. For every Med-Supp application you submit, you receive an entry for the drawing. Stay pumped for Medicare Supplements! You could win a fantastic prize!***

## **Outdoor Adventure Dream Giveaway**



See prize details at <http://www.outdoorgiveaway.com>

**Be proactive looking for new sales---don't wait for someone to contact you.**

**We are here to help you grow...make it a point to market FUA today and every day!**

**Good Selling!**

**James A. Savo, FLMI  
First United American Life Insurance Company  
VP- Operations & General Manager**

**315 451 2544  
315 451 7679 (fax)**

*\*AM Best Co. ratings as of 6/11*

*\*\*Limited to 6 years on Guaranteed Issue Medicare Advantage replacements; not applicable in WA.*

First UA is conducting Training Webinars for newly contracted and all appointed Agents every other Wednesday at 10:00 am CST. Register NOW on [uageneralagency.com/office](http://uageneralagency.com/office) at [www.unitedamerican.com/logon](http://www.unitedamerican.com/logon)

First UA is also conducting live Medicare Supplement Seminars across the nation. Call 1-800-925-6793 to reserve your seat today!