

Memo

To: All General Agents
From: Jim Savo
Re: \$3,000 Accidental Death Policy (ADP)

Are you using the \$3,000 Accidental Death Policy to increase your production and get additional referrals?

It's a valuable door-opener!

- \$3,000 of accidental death coverage for both spouses and \$1,000 for each covered child for only \$10 annually
- No premium due at time of application
- Simple Guaranteed Issue application
- If customer wants to keep the policy, we bill them only \$10 at the end of the first policy year for the following year

Helps the transition to Medicare Supplements/annuities: Since the issue age for the \$3,000 Accidental Death Policy goes to 68, it's an excellent way to introduce our Company to those turning 65 and other young Seniors. Offer the policy and move easily into talking about the need for Medicare Supplements and/or annuities.

It's a vehicle for sponsorships/referrals: When seeking sponsorships, ask your customer "Who do you care enough about to want to share this offer?" ... not "Who do you know?" Many Seniors have a vibrant social network and want friends and acquaintances who are important to them to have this same opportunity.

To learn more about the \$3,000 Accidental Death Policy and how it can help you increase production, take Brainshark online training at www.firstunitedamerican.com/office. The ADP is a handy sales tool. Make the most of it!

Please contact the Home Office at 315-451-2544 with any questions.

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 at www.unitedamerican.com/logon

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