

# Memo

**To: All General Agents**  
**From: Jim Savo**  
**Re: Non-Commissionable Premium**

First UA ProCare Medicare Supplement policy rates include a load for contributions to the New York demographic pool. The demographic pool load portion of the premium is noncommissionable. Plans C and F also include a Part B deductible premium portion that is non-commissionable. Both the demographic pool load and the Part B deductible premium portion can change every year.

The noncommissionable premium (NCP) amount, first determined at policy issue, remains the same amount throughout the life of the policy.

When premium rates change for existing policies---whether the premiums are increased or decreased, the NCP amount for those policies does not change.

Paid commission on a policy is based on the Issued Premium less the NCP. Rate increases do not change the commission. However, rate decreases change the commission if the Current Premium is less than the Issued Premium. In that situation (which has occurred on Plan F+), the Current Premium is substituted for the Issued Premium in the commission calculation. The same NCP amount is deducted from this new number to determine the commissionable premium amount.

## **EXAMPLE:**

The demographic pool load percentage for 2013 Individual plans is 0.2%.

If the annual premium before the load is \$2000, the total annual premium charged is \$2004 [2000 + (2000 x .002)] with the load. The \$4 demographic pool load would be non-commissionable.

Complete Rate Sheets and a Commissionable Premium Table are available for download at <http://www.firstunitedamerican.com/office>, 'Downloads', 'Current Rates'. Below is a copy for your convenience.

The Commissionable Premium Table should only be used for policies issued with the Current Rates. This table reflects the deduction of the current NCP figure and does not apply to older issues.

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](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!

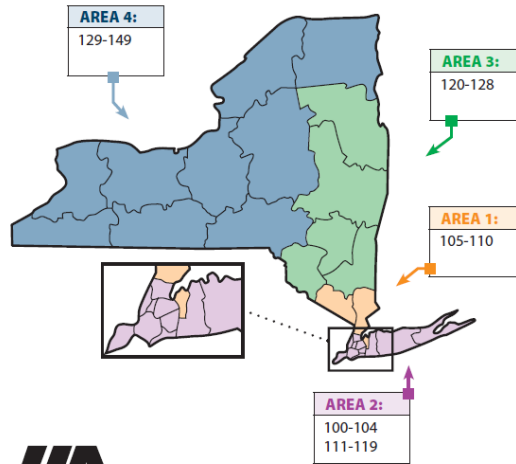
# NEW YORK

FIRST UNITED AMERICAN LIFE INSURANCE COMPANY

## 2012 ProCare® RATE SHEETS

**Community Rates** policy rates are the same for all ages. Community rates increase with medical care cost increases.

**Area Rate** policy rates vary by geographic location as designated by three digit ZIP codes, indicated at the right.



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NEW YORK 2012

First United American Life Insurance Company — ProCare® Rate Sheets

AREA 1 (ZIP 105-110)							
PLAN	A	SA	Q	M	Plan Code Under Age 65	Plan Code Age 65 and over	Effective Date
A	2489	1245	623	208	N9E	N45	12-15-12
B	3414	1707	854	285	N9F	N46	12-15-12
C	4121	2061	1031	344	N9G	N47	12-15-12
D	4063	2032	1016	339	N9H	N48	12-15-12
F	3889	1945	973	325	N9I	N49	12-15-12
F+	763	382	191	64	N9K	N51	12-15-12
G	3620	1810	905	302	N9J	N50	12-15-12
K	1523	762	381	127	N9C	N43	12-15-12
L	2144	1072	536	179	N9D	N44	12-15-12
N	2692	1346	673	225	N9L	N52	12-15-12

AREA 2 (ZIP 100-104, 111-119)							
PLAN	A	SA	Q	M	Plan Code Under Age 65	Plan Code Age 65 and over	Effective Date
A	2489	1245	623	208	N9E	N45	12-15-12
B	3414	1707	854	285	N9F	N46	12-15-12
C	4121	2061	1031	344	N9G	N47	12-15-12
D	4063	2032	1016	339	N9H	N48	12-15-12
F	3889	1945	973	325	N9I	N49	12-15-12
F+	763	382	191	64	N9K	N51	12-15-12
G	3620	1810	905	302	N9J	N50	12-15-12
K	1523	762	381	127	N9C	N43	12-15-12
L	2144	1072	536	179	N9D	N44	12-15-12
N	2692	1346	673	225	N9L	N52	12-15-12

AREA 3 (ZIP 120-128)							
PLAN	A	SA	Q	M	Plan Code Under Age 65	Plan Code Age 65 and over	Effective Date
A	2037	1019	510	170	N9E	N45	12-15-12
B	2794	1397	699	233	N9F	N46	12-15-12
C	3373	1687	844	282	N9G	N47	12-15-12
D	3325	1663	832	278	N9H	N48	12-15-12
F	3182	1591	796	266	N9I	N49	12-15-12
F+	623	312	156	52	N9K	N51	12-15-12
G	2962	1481	741	247	N9J	N50	12-15-12
K	1245	623	312	104	N9C	N43	12-15-12
L	1755	878	439	147	N9D	N44	12-15-12
N	2202	1101	551	184	N9L	N52	12-15-12

AREA 4 (ZIP 129-149)							
PLAN	A	SA	Q	M	Plan Code Under Age 65	Plan Code Age 65 and over	Effective Date
A	2037	1019	510	170	N9E	N45	12-15-12
B	2794	1397	699	233	N9F	N46	12-15-12
C	3373	1687	844	282	N9G	N47	12-15-12
D	3325	1663	832	278	N9H	N48	12-15-12
F	3182	1591	796	266	N9I	N49	12-15-12
F+	623	312	156	52	N9K	N51	12-15-12
G	2962	1481	741	247	N9J	N50	12-15-12
K	1245	623	312	104	N9C	N43	12-15-12
L	1755	878	439	147	N9D	N44	12-15-12
N	2202	1101	551	184	N9L	N52	12-15-12

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## COMMISSIONABLE PREMIUM

## AREA 1 (ZIP 105-110)

PLAN*	A	SA	Q	M
A	2484	1242	621	207
B	3407	1703	852	284
C	3974	1987	994	331
D	4055	2028	1014	338
F	3742	1871	936	312
F+	761	381	190	63
G	3613	1806	903	301
K	1520	760	380	126
L	2140	1070	535	178
N	2687	1343	671	224

## AREA 2 (ZIP 100-104, 111-119)

PLAN*	A	SA	Q	M
A	2484	1242	621	207
B	3407	1703	852	284
C	3974	1987	994	331
D	4055	2028	1014	338
F	3742	1871	936	312
F+	761	381	190	63
G	3613	1806	903	301
K	1520	760	380	126
L	2140	1070	535	178
N	2687	1343	671	224

## AREA 3 (ZIP 120-128)

PLAN*	A	SA	Q	M
A	2033	1017	509	169
B	2788	1394	697	232
C	3227	1614	807	269
D	3318	1659	830	277
F	3037	1518	759	253
F+	622	311	155	51
G	2956	1478	739	246
K	1243	622	311	103
L	1751	876	438	146
N	2198	1099	550	183

## AREA 4 (ZIP 129-149)

PLAN*	A	SA	Q	M
A	2033	1017	509	169
B	2788	1394	697	232
C	3227	1614	807	269
D	3318	1659	830	277
F	3037	1518	759	253
F+	622	311	155	51
G	2956	1478	739	246
K	1243	622	311	103
L	1751	876	438	146
N	2198	1099	550	183

\* The premium portions for the Market Stabilization Pool for all plans and Part B Deductible for plans C and F (only) have been subtracted from the appropriate mode to calculate commission