



P.O. Box 3125 • Syracuse, New York 13220-3125 • 315-451-2544

## Memo

**To: All First United American General Agents**  
**From: Jim Savo**  
**Re: Production Lead Credit Reminder**

Leads are available to top-level General Agents who have entered into our lead contract. Once you are on our lead contract, you will receive lead dollar credits based on production. Our Sales Support Administration Department receives a weekly report of net annualized issued premium (NAIP). This NAIP is used to calculate the amount of lead dollar credit available to purchase leads.

**Health premium earns (15%) \$150 lead dollar credits for every \$1,000 NAIP.**  
**Under age 65 Medicare Supplement business does not qualify for lead credits.**  
**Annuities do not qualify for lead credits.**

Our Sales Support Administration Department will notify you each week of your available lead money on a weekly lead accounting report. This is a cumulative report that brings forward the prior lead balance, adds lead credits for any new NAIP, and reduces the balance for orders entered.

Please provide your e-mail address to [AgencyService@torchmarkcorp.com](mailto:AgencyService@torchmarkcorp.com) to receive the report even faster.

For more information logon to UAOnline, select First UA General Agency Office then Agent Tools, Lead Information and Lead Vendor List or contact Agency Service at 800-925-7355, or email [AgencyService@torchmarkcorp.com](mailto:AgencyService@torchmarkcorp.com).