

## Memo

**To: General Agents in New York**  
**From: Charles Mankamyer**  
**Senior Vice President, General Agents**  
**Jim Savo,**  
**Vice President of Operations, General Manager**  
**Re: Application Updated and New Outline of Coverage**  
**Added**

The Cash Cancer application (NYCANLS-AP), has been updated to add two additional questions (see below). Programming of the updated application will be completed in the near future. In the interim, Quality Assurance will ask the additional questions in a Quality Assurance Call (QAC) conducted on each application prior to policy issue.

Agents should begin asking these new questions at the time of application. If the answer to either one of the questions below is “Yes”, the person will be declined.

- As of the date of the application, does this person have any existing Specified Disease Coverage that includes Cancer, or any pending applications for Specified Disease Coverage that include Cancer?
- As of the date of the application, does this person have coverage for (7) seven or more Specified Diseases (e.g., Heart Attack, Stroke, End Stage Renal Failure, Major Organ Transplant, Total Loss of Eyesight, or Total Loss of Hearing)?

In addition, New York requires an Outline of Coverage for the \$3,000 Accidental Death Benefit (ADP) product. Outline of Coverage DS-NYINADP has been added to the Compliance Sheet on the First United American Agent website. The DS-NYINADP must be provided to each ADP applicant at the time of application.

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 Wednesday and Friday at 10 am and 3 pm Central time zone. Register NOW on [www.firstunitedamerican.com/office](http://www.firstunitedamerican.com/office).

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