



FROM THE DESK OF:

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**"Whatever you can
do, or dream you
can do, begin it.
Boldness has
genius, power, and
magic in it."**

— Johann Wolfgang von
Goethe
German poet/philosopher,
1749-1832

Where Eagles Dare To Go



A View From The Top

Sometimes, a changing forecast, a rugged landscape provides an opportunity to take a different route to the top. At United American, as 2001 begins, we're on the mountain gearing up for ever advancing heights.

Our challenge is to remember the people HMOs have left behind. Those people, involuntarily left without coverage, still have 63 days from the date of disenrollment to obtain guaranteed issue Medicare Supplement coverage.

More than 933,000 Seniors lost their HMO coverage as of Jan. 1, 2001. Procrastinators abound, many of them uncertain about what choice to make for supplemental coverage. Continue your efforts to find and contact these prospects. The HMO avalanche isn't over yet. Many of these Seniors could use your helping hand.

UA Agents are like a "Big Wall" team whose ascent to the summit is extended because of a change in the weather. They have the confidence and ability to continue their climb — even as conditions change and a new path must be sought! Keep up the good efforts made in the year 2000, and 2001 will be even better!

On behalf of the UA Marketing Team, I want you all to know we are proud of you, the General Agents and Writing Agents. You are special folks: **Bold people who go where eagles dare!**



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