

# EDITOR'S NOTES

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## ProCare Approvals

A special mailing regarding ProCare Medicare Supplement new business and renewal rate information has been mailed to General Agents in New Mexico. If you did not receive this notice, please contact the Agent Service Center at 1-800-925-7355.

## Attn: All Agents

It is important to remember that people on Medicaid are NOT eligible for Medicare Supplement coverage — even though they may be disenrolled from an HMO.

The only exception to this rule is in *Kansas*.

## Interest Rate Set

The Lifestyle Annuity new money interest rate for **February and March** is **6.00%**. This rate will continue to be reviewed and adjusted accordingly.

## Underwriting Guidelines

All applications for UA insurance must be negotiated in person by the writing Agent. Under no circumstances should applications be taken through the mail or over the telephone.

## UA News Mailing List

United American General Agents who have had production within the last 12 months receive the *UA News*. GAs also receive magazines for each of their writing Agents who have produced within the last six months and/or new Agents appointed within the last four months. GAs who have not produced in the last 12 months only receive the annual awards issue and/or magazines featuring new products.

## 2000 Supply Order Information

### General Supplies:

Be sure you are using current product app/brochures and rates. In addition, if you are quoting our industry ratings, make sure you are using the most current evaluations. UA's ratings card and the A.M. Best mini brochures are available to order from Supply. Call the Agent Service Center or Supply if you have questions about your existing inventory.

### Medicare Supplement Business:

Any UA Agent materials showing the 1999 Medicare Part A deductible should be replaced with updated 2000 supplies. This includes the Side-By-Side guides and outlines of coverage. New ProCare rate cards will be printed as 2000 rate increase approvals are received; app/brochures are still current.



Representatives from Larry Mikolajcik's Insurance Services recently took time to relax at the Torchmark Lodge.



Hollie Easterling, Editor

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