



ProCare Rate Approvals

A special mailing regarding ProCare Medicare Supplement rates for new business and renewal rate information has been mailed to General Agents in D.C., Hawaii, Illinois, Maine, Montana, New Mexico, North Carolina, South Carolina, Tennessee and Texas. If you did not receive this notice, please contact the Agent Service Center at (800) 925-7355.

CONVERSION REMINDER

To clarify our Med-Supp conversion procedures, when we say conversion it means a replacement of an existing United American policy. If you are converting (replacing) an existing UA policy with another UA policy, the agent will not be paid any new business commission.

NOTE: We pay new business commissions on replacement of business from other companies.

Interest Rate Set

The Lifestyle Annuity new money interest rate for APRIL is **5.10 %** and MAY is **5.00%**. Rates will continue to be reviewed and adjusted accordingly.

Exclusive Offer for Agents Representing United American Insurance Company!

The Most Comprehensive Agency Management System Specifically Designed for Insurance Agencies.

**APL
Version 6**

- Easy, unlimited and flexible Agent hierarchies with license tracking
- Quickly and easily calculates advanced and earned commissions
- Tracks escrow, debit and Form 1099 balances
- Effectively handles chargebacks, reversals and premiums
- Calculates and applies regular charges including leads and E&O
- Persistency, client management, marketing contests and much more...
- Successfully used by Agencies of various sizes since 1990

SPECIAL RATE: \$150/month for 12 months. Rate handles up to 150 Agents. MCS System is being used successfully by current UA General Agents.

• Limited Time Offer •

United American Insurance Co. is not connected with MCS Software. For more information about this Agency Management System, contact MCS at 1-800-889-9354. Be sure to identify yourself as a UA Agent to receive the special rate.

MCS Software • phone 800-889-9354 • fax 800-747-0790 • www.mcssoftware.com/apl



Contest Winners: Members of the Bingham, Inc. Agency recently celebrated their production efforts at the Greenbriar Resort in White Sulphur Springs, West Virginia. Left to right are Frank Sanyour and his wife Sally, Steve Bingham and his wife Denise, and UA Sr. Vice President, Bill Smallwood.

UA

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Are You Cruisin' in 2002?

All work and no play can make you a dull person! That's why we're rewarding Agents who meet production requirements with a cruise to the Bahamas! UA's sales conference is scheduled for April 19-22, 2002. Don't miss your chance to cruise aboard the superliner, "Fascination" and enjoy endless food, frolic and fun. Check your standings on pp. 10-11 to see if you're on schedule!