



*f*rom the desk of
Gene Grimland
Executive Vice President of Sales

At UA, Quality Is Job One

When it comes to offering quality sales tools to accompany our first-class products, United American is never satisfied. Ours is a neverending quest to find ways to improve on what is already remarkable so our Agents and customers receive the best.

We've put that philosophy to work again by expanding our ACF Partners discount program. As announced in the April *UA News*, ACF Partners now offers additional savings and services — including discounts on vitamin and nutritional supplements and travel as well as access to a 24-Hour Nurse Line and Travel Assist.

This enhanced program can help Agents build strong relationships with their new Medicare Supplement customers. Happy clients will be more apt to buy another one of our products and tell their friends about the value of UA. Read pages 6-7 for details about these highly beneficial improvements.

In addition to ACF Partners, there are other advantages to owning a Medicare Supplement policy from United American. Like the fact that our Med-Supp policyholders know we'll pay claims as promised. There's a common misconception about how Medicare pays for outpatient hospital expenses. Inside this issue of the *UA News*, we explore what beneficiaries are really paying and how a UA policy can help. See pages 8-9.

Be assured we will continue to create valuable products and services that keep customers renewing and commissions growing.

Gene Grimland