

SALES TOOLS

Find Your Way To More Senior Sales With UA's Med-Supp Marketing Tools

Polish sales presentations with UA's new Medicare Supplement Protection book. Packed with all the information a customer needs to make a buying decision, this new sales tool can be used for visual aid, prompting or training. Featuring an easel-type design for dual viewing, the Med-Supp book includes:



- Information about Medicare including enrollment and deductibles
- What Medicare Supplements cover
- United American ProCare plans
- "Automatic Claims Filing" and ACF Partners®
- Factors to consider when buying a Med-Supp
- Company history
- UA ratings and advantages
- Explanation of premiums

Cost for this new presentation is only \$12.

The Presentation is approved in jurisdictions marked "X" at press time.

AL	X	GA	X	MD		NC		TX	
AK		HI	X	MI		ND	X	UT	X
AZ		ID		MN	X	OH	X	VT	X
AR	X	IL	X	MS	X	OK	X	VA	X
CA		IN	X	MO		OR	X	WA	
CO	X	IA	X	MT	X	PA	X	WV	X
CT	X	KS		NE	X	RI	X	WI	
DE		KY	X	NV	X	SC	X	WY	X
DC	X	LA		NH	X	SD	X		
FL	X	ME		NM	X	TN	X		

Consider These UA Med-Supp Agent Tools

POLICYHOLDER TESTIMONIALS united american insurance company

"Go Right In", Pleases Policyholder

Fast Service Makes Recovery Easier

Quality Service Gives Peace of Mind

Coverage Impresses Client's Family

Policyholder Com...

AGENT FIELD GUIDE

Get The Support You Deserve united american insurance company

CUT YOUR OUT-OF-POCKET EXPENSES WITH QUALITY MEDICARE SUPPLEMENT INSURANCE FROM A STRONG PROVIDER:

- Wide range of plans... from basic protection to coverage of excess charges and At-Home Recovery assistance.
- Claims paid quickly... on average within a week.
- Guaranteed Renewable for Life... protection that is guaranteed renewable, as long as premiums are paid on time, has always backed every Med-Supp U.S. sale.
- Personal one-on-one Professional Agent service.
- Simple on-the-spot qualification in most cases.

—AND—

Our nationwide claims-paying service... "Automatic" Claims Filing PLUS... Virtually eliminates filing headaches! Speeds claims processing!

PLEASE FILL OUT THIS CARD

PLEASE PRINT OR TYPE NAME IN NECESSARY

Do you have some limitations and exclusions... All agent representatives can contact you with details. Of course, you can call, give directions, etc.

Age _____

Covered under Medicaid? Yes No

Covered under Medicare? Yes No

and, give directions ()

1999 MEDICARE PART A

Part A is Hospital Insurance and covers costs associated with confinement in a hospital or skilled nursing facility.

When you are hospitalized for:	Medicare Covers	You Pay
1-60 days	Most confinement costs after the required Medicare Deductible.	\$768 DEDUCTIBLE
61-90 days	All eligible expenses, after the patient pays a per-day copayment.	\$192 A DAY COPAYMENT or more \$5,760
91-150 days	All eligible expenses, after patient pays a per-day copayment. (These are Lifetime Reserve Days which may never be used again.)	\$384 A DAY COPAYMENT or more \$23,040
151 days or more	Nothing	YOU PAY ALL COSTS

SKILLED NURSING CONFINEMENT: When you are hospitalized for at least 3 days and enter a Medicare approved skilled nursing facility within 30 days after hospital discharge and are receiving skilled nursing care.

When you are hospitalized for at least 3 days and enter a Medicare approved skilled nursing facility within 30 days after hospital discharge and are receiving skilled nursing care.	Medicare Covers	You Pay
	All eligible expenses for the first 20 days; then all eligible expenses for days 21-100, after patient pays a per-day copayment.	After 20 days \$96.00 A DAY COPAYMENT or more \$7,680

AD-121R99

10 REASONS TO BUY A United American Medicare Supplement!

1. Choose a Guaranteed Renewal Plan
2. A Full Year of 90-Day Trial Period
3. Wide Range of Benefit Packages
4. Competitive Pricing
5. Simple, On-the-Spot Qualification
6. Best Value
7. Fast Policy Issue
8. Freedom to Cancel Your Policy at Any Time
9. Agent Service
10. Money-Back Guarantee

SENIORS... Does your Medicare Supplement insurer offer financial security second to none?

Only United American Insurance Company offers the most comprehensive Medicare Supplement coverage in the industry. And it's all backed by the financial strength of United American Insurance Company.

UNITED AMERICAN INSURANCE COMPANY

▲ PHT8/98

▲ AFG 9/98

▲ LC-40R95

▲ 1999 Medicare Chart

▲ AD-127R99

Please see the marketing tools chart for availability in your state. Contact Supply to place your order by calling 1-800-285-3676; faxing 1-405-752-9341; e-mail: uaagentsupply@torchmarkcorp.com