

# EDITOR'S NOTES

## ProCare Approvals

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

As 2000 ProCare approvals are received, existing Medicare Supplement customers who are currently on the \$3 ACF Partners program will be converted to the enhanced ACF Partners for \$5 per month. Details regarding this enhanced service are included with your rate increase notice.

## Interest Rate Set

The Lifestyle Annuity new money interest rate for **July** is 6.10%. The new rate for **August** will be 6.00%. Rates will continue to be reviewed and adjusted accordingly.

## Sales & Training Tools Updates

The Home Office has updated two key sales and training tools. Statistics in the Medicare Supplement Flip Book have been updated. This is not a new tool and only the updated pages are available. The updated pages are free and have been approved in the states shown in the chart below:

The Med-Supp Flip Book is available in jurisdictions marked "X" at press time.										
AL	X	GA	X	MD		NC		TX		
AK		HI	X	MI		ND	X	UT	X	
AZ		ID	X	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	X	NE	X	RI	X	WI		
DE		KY	X	NV	X	SC	X	WY	X	
DC	X	LA		NH	X	SD	X			
FL	X	MA		NM	X	TN	X			

A new Final Expense Flip Book, featuring the RT85 and 400 Series Whole Life products, is now available. This sales tool is \$12 and has been approved in the states shown in the chart below:


The Final Expense Flip Book is available in jurisdictions marked "X" at press time.										
AL		GA		MD	X	NC	X	TX	X	
AK	X	HI	X	MI	X	ND	X	UT	X	
AZ		ID	X	MN	X	OH	X	VT	X	
AR	X	IL	X	MS	X	OK	X	VA	X	
CA	X	IN	X	MO	X	OR		WA		
CO	X	IA	X	MT	X	PA	X	WV	X	
CT	X	KS		NE	X	RI	X	WI	X	
DE		KY	X	NV	X	SC	X	WY	X	
DC	X	LA	X	NH	X	SD	X			
FL	X	MA	X	NM	X	TN	X			

## Attn: All Agents


In recent years, many small print shops (Kinko's, Kwik Kopy, Minuteman Press, etc.) have opened around the country. Through an informal survey, UA found that the inexpensive cost, quick turnaround time and convenience made it faster and easier for Agents to have their business cards printed locally. **Therefore, beginning immediately, United American's Home Office will no longer print business cards.**

To help Agents bridge this change, the Home Office has created a temporary generic UA business card with fill-in spaces for the Agent's personal information. A template card is also available for the printers to use as a model for the permanent card.

Printer's Template

	
<b>YOUR NAME HERE</b>	
TITLE	
STREET ADDRESS	PHONE NUMBER
P.O. BOX NUMBER	FAX NUMBER
CITY/STATE/ZIP	

Fill-in Card

	
P.O. BOX 8080 • MCKINNEY, TX 75070-8080	
_____	
FIELD REPRESENTATIVE	
STREET	PHONE
CITY/STATE	FAX

# UA

www.  
unitedamerican.  
com

Home Office  
(972) 529-5085

Agent Service Center  
(800) 925-7355

Supply Order  
Information  
(800) 285-3676

Supply Order Fax  
(405) 752-9341

Supply Order E-mail  
uaagentsupply  
@torchmarkcorp  
.com

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