

# EDITOR'S NOTES

## Interest Rate Set

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

## In Memoriam

United American mourns the passing of John Berg. Mr. Berg, an Agent, had a long-running relationship with UA. He is the father of Donald Berg, who heads Quail Run Agency, Inc.

Mr. Berg will be greatly missed.

## Holiday Schedule

The Home Office will be closed Monday, Sept. 4 in observance of the Labor Day holiday.

## Bermuda 2001

Are you on schedule to join United American in a Caribbean tropical paradise?

Check Pages 4-5 to see if you're on schedule. If you are, start packing your swim suit and dancing shoes. If you're not, what are you waiting for?

The island is waiting for you.

## UA Presentations Lead To Smoother Sales



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**

for the first order and \$3 each for additional order. The flip book has 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		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	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	X	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		



[www.unitedamerican.com](http://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

## UA NEWS

Published monthly by United American Insurance Company for the dissemination of information to Independent Agents. Permission must be obtained from United American prior to reproduction or other use of material herein.

### UA MARKETING

#### VICE PRESIDENT

Judy Hans  
jhans@torchmarkcorp.com

#### EDITOR

Jay Rex  
jrex@torchmarkcorp.com

#### STAFF WRITER

Brenda Frizzell  
bfrizzell@torchmarkcorp.com

#### GRAPHIC ARTISTS

Leah Fry  
lfry@torchmarkcorp.com  
Lee Griffin  
lgriffin@torchmarkcorp.com

Elke Hartleroad  
ehartleroad@torchmarkcorp.com  
Michael Trout  
mtrout@torchmarkcorp.com

#### PRODUCT COORDINATOR

Shere Avrett  
savrett@torchmarkcorp.com