

# Branch Out

## With Group Med-Supp Sales

We've all heard the expression "Missing the forest for the trees." Never before has that phrase been more applicable in our line of business than right now.

We all know how the involuntary HMO pullouts and the publicity it has created makes this the best time ever to sell Medicare Supplement policies. But it's not only a great time for individual sales. It's also a perfect time for group Med-Supp sales.

Many of these same HMOs that have withdrawn from the individual Medicare market are also terminating coverage for their group clients. That means there are many employers and unions that are searching for Medicare Supplement coverage for their retirees.

UA's group Medicare plans are the long-term solution for these groups. The same stability and service UA's individual policyholders know and trust is also available for groups.

It's also the "best of both worlds" for the Agent. By taking advantage of the outstanding value provided by this product you are not only giving your sales a large boost with minimal effort, you're also filling your customers' needs.

All UA group plans offer:

- Guarantee issue
- No waiting periods
- Competitive rates
- No individual apps
- Complete freedom to select hospitals and doctors
- "Automatic" Claims Filing service

Now is the perfect time to give both your sales and earnings a big boost through UA's group Medicare Supplement programs. Why just focus on one tree when there's a forest right in front of you?

To request more information on a group proposal, contact:

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To qualify for a group plan, there is a **minimum of 10 covered lives.**