

Hit Prospects Now to Maximize Your Business



from the desk of
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"One that would have the fruit must climb the tree." That quote from Thomas Fuller emphasizes the need to work in order to earn prosperity. But let's add to that quote for the purpose of proving a point. What if that "one" that "must climb the tree" waited too long to make his ascent up the tree? The fruit would either be bug infested, over-ripe and rotten or gone altogether. That's what happens when we procrastinate. "The early bird gets the worm." Use whatever old country adage you like. The point is, this is the perfect time to "make hay while the sun shines" in the Medicare Supplement market.

United American Agents, this means helping HMO disenrollees get their Medicare Supplement coverage now. Instead of delaying the sales calls until the clients receive the actual disenrollment letter notice, why don't you write the guarantee issue application today and seal the deal by attaching proof (such as a newspaper article) of the HMO demise and attaching a copy of the client's HMO ID card.

There are compelling reasons why we do this: 1) It gives you a leg up on the competition; 2) it helps the client avoid procrastination which could leave them without coverage; 3) and, there are so many of these clients (933,000) we simply can't see them all within the last two months of the year.

We suggest you contact the clients again in December to assure them of their upcoming UA coverage and to get referrals of their acquaintances that have not been assisted.

The opportunity for Medicare Supplement sales has never been better. Help your family finances by getting your share.

Good selling!!

NU Rankings Announced

Your continued contribution of writing quality business and servicing that business has helped make UA a leader in the life/health industry according to *National Underwriter* magazine. We appreciate your efforts and thank you for your support.

Guaranteed Renewable	
	Premiums
1. AFLAC	\$6,583,692
2. Bankers Life	.849,394
3. GE Capital	.600,145
4. United American	492,970
5. Consecro Senior Health	.477,859
6. Physicians Mutual	.476,120
7. Colonial Life	.460,014
8. Combined Insurance	.348,834
9. Mutual of Omaha	.308,378
10. Pioneer Life	.306,057
11. Wellmark	.294,249
12. Health Care Svc. Corp.	.284,365
13. Anthem Health Plans	.250,504
14. Ark. BC/BS	.237,170
15. Trigon BC/BS	.234,160

Individual Health Leaders	
	Prem. Earned
1. AFLAC	\$6,583,692
2. American Life	.1,105,437
3. Bankers Life	.876,176
4. Paul Revere Life	.818,364
5. Combined Insurance	.815,904
6. Health Care Svc. Corp.	.696,361
7. Mutual of Omaha	.639,987
8. GE Capital	.600,187
9. Provident Life	.543,111
10. Northwestern Mutual	.500,608
11. United American	492,974
12. Physicians Mutual	.492,927
13. Consecro Senior Health	.482,052
14. Colonial Life	.468,535
15. BC/BS of Fla.	.445,844