

EDITOR'S NOTES

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ProCare Approvals

A special mailing regarding ProCare Medicare Supplement new business and renewal rate information has been mailed to General Agents in New Hampshire. If you did not receive this notice, please contact the Agent Service Center at 1-800-925-7355.

New LTC Approvals

UA's LTC Classic and LTC Gold Series have been approved in South Carolina and Texas.

SOUTH CAROLINA requires state special Forms & Application booklets. The Gold Series requires state special rates and advertising brochures which will be available to order upon completion of printing.

TEXAS requires state special Forms & Application booklets and advertising brochures. The Gold Series also requires state special rates, which will be available to order upon completion of printing.

As state approvals are received, LTC packets will be sent to Agents in that state and will include a contract addendum as well as samples of appropriate sales materials.

Interest Rate Set

The Lifestyle Annuity new money interest rate for **September** and **October** is **5.00%**. Rates will continue to be reviewed and adjusted accordingly.

Main Number - Home Office:

1-972-529-5085

UA Web Site

www.unitedamerican.com

Agent Service Center:

1-800-925-7355

Supply Order Information:

1-800-285-3676 or

Fax: 1-405-752-9341

E-mail:

uaagentsupply@torchmarkcorp.com

Attn: Oregon Agents

The RT10/GD SL36 10-Year Renewable Term brochure featuring the revised life application with new health questions has been approved in Oregon. The brochure will replace your current supply of RT10 app/brochures effective immediately. Supplies are available to order.

Issue Age vs. Attained Age

You asked and we listened! ProCare rates on new business issued in Iowa and Ohio have been changed back to *issue age pricing*. New rates will be effective 10/1/98. Iowa will use a standard issue age app/brochure and Ohio will use state special issue age app/brochures. Both states require new issue age rate cards. Supplies for both states are being printed. Place your order now to ensure prompt response. Please discard all attained age rate cards and brochures in these states.

Reminder

Be sure you are using the **1998 Guide to Health Insurance for People with Medicare**. If you do not have the current Guide call Supply to place your order.



In Memoriam

United American mourns the passing of founder and former company president, C.L. "Casey" Dunlap. In 1947, C.L. started UA with his life savings and the help of friends and relatives.

After graduating from the University of Texas, Dunlap practiced law with a prominent firm until WWII. During the war he served as a Naval Aviator and Flight Instructor and was discharged as a Lieutenant, Senior Grade.

When he returned from the war, C.L. opened United American as a one-man, one-room operation in Texas. Today, the company operates in 49 states, D.C., Puerto Rico and Canada. He retired in the early 1980s, but still served on the board of directors for several years. C.L. Dunlap will be greatly missed.



Congratulations to Hollie Florence (left) who was recently promoted to Editor. Hollie has been an assistant staff writer with the company for a year and a half.

Marketing & Publications Staff: Manager: Judy Hans; Editor: Hollie Florence; Product Coordinator: Wendy Wilson-Settle; Graphic Designers: Leah Fry, Lee Griffin, and Elke Hartleroad.