



*f*rom the desk of
Gene Grimland
Executive Vice President of Sales

Find Success With UA!

We want you to have your best year ever. And Agents who contract with United American have our solemn commitment that we will do whatever we can to aid in their success be it through sales support, incentive trips or maintaining our top financial ratings.

The advantages of working for UA are obvious. After all, we offer our Agents a wide variety of advertising and training pieces to aid sales efforts. Find out what kind of Agent support we have available for our Life, Medicare Supplement, Long Term Care, Health and Cancer products on pages 8-9.

We give Agents other opportunities to enjoy success through our annual sales conferences. In fact, we just returned from a very productive and fun trip to Boca Raton, Florida (see photos on page 6). And there's still time to qualify for our 1999 conference in San Francisco (see page 7). These conferences provide valuable sales assistance and tips on working leads and recruiting Agents in a relaxed atmosphere.

So why do we do it? Because we all benefit from your success — you, the company and the policyholder. For the 27th consecutive year, we have received an A+ Superior rating from A.M. Best Company — a direct result of our hard-working sales force. High ratings prove our financial strength and ability to protect the interests of our customers *and* our Agents. Details on how to order the mini-brochures and the Best Agents Guide are on page 4.

Thanks for the great efforts so far. We want to encourage you to take advantage of the opportunities before you and give UA your best effort in the fourth quarter!

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