



**f**rom the desk of  
**Gene Grimland**  
 President,  
 General Agency  
 Marketing Division

*“With so many changes in the market, employers are looking for a reliable way to insure their retirees... you can deliver the solution.”*

## The New Year Begins Today!

### What a year 1999 has been so far!

Our sales have climbed to higher levels, thanks in part to new products like the RT85 and Good Sense Plan as well as our popular Medicare Supplements and Final Expense plans. And we fully expect to see bigger and better things in 2000.

Get a sneak peak at some of what we offer our Agents in this issue of the *UA News*. You can start mapping out your successful 2000 by incorporating these opportunities in your sales plan today!

UA's sister company United Investors Life extends an invitation to interested Agents who wish to add flexible products to their life portfolio. Agents can sign a direct contract with UI to sell their VITALife 10L renewable term and Flex Plus interest sensitive whole life plans. Both offer fantastic benefits for you and your customers. More information is available on pages 6-7.

Med-Supp Agents can really see their business grow through group sales. With so many changes in the market, employers are looking for a reliable way to insure their retirees. Find out how you can deliver the solution on page 5.

As announced in last month's issue, United American has entered an agreement with Galaxy Health Network, which could help stabilize Medicare Supplement premiums. A sample of the letter that will be mailed in selected areas is featured on page 4.

Of course as the year winds down, many thoughts are on our sales conference destination — Caesar's Palace in Las Vegas. Qualifications are listed on page 8 and Agents can see how they fare on pages 10-11.

Make the most of this fourth quarter and end the century on a high note with United American!