

# HEALTH

## Offer The Best — UA Health Coverages



### Bill Smallwood

Senior Vice President, Health Sales

“United American decided long ago what it could do in the senior market. Our Medicare Supplement business is not only profitable, but it’s also stable. And with many managed care companies leaving the Medicare arena, there are thousands of seniors who need the kind of reliable coverage UA provides.

The senior health industry has never been stronger. If you once produced this line of business but stopped because of standardization of coverages and leveled commissions, then you have been missing out on a great opportunity to help yourself and your clients by offering the best health products available!”



### Jon Erbe

Assistant Vice President, Health Sales

“UA’s proven lead program and extras like “Automatic” Claims Filing and discounts on health services through our Partners program, give our representatives an edge in the marketplace! Plus, we offer great incentives with weekly advances and competitive commissions.

Both Agents and customers know of our integrity, our financial stability and our quality comprehensive coverage. There’s never been a better time to enter this market.”

**If you’d like to resurrect your Medicare Supplement sales call Bill Smallwood at (972) 569-3218 or Jon Erbe at (972) 569-3603.**

### Medicare+Choice Flyer To Be Mailed To Customers

*Your customers may have already received a notice from the federal government announcing their new Medicare+Choice program. As part of our service to policyholders, United American will be sending an informative insert that briefly explains the new Medicare changes.*

*Remind customers, participation in the Medicare+Choice program is optional. If they are happy with the coverage they have purchased and are currently receiving from United American, they do not have to do anything.*

*Follow up with your customers and make sure their questions are answered.*

#### Attention United American Insurance Company Medicare Supplement Policyholders

You may have already received a notice from the federal government announcing their new Medicare+Choice program and the plans available to seniors. As your current supplemental insurance carrier, we wanted to be sure you understand what this means.

Participation in the Medicare+Choice program is optional for you. If you are happy with the type of coverage you have purchased and the service you are now receiving from United American, you do not have to do anything.

**What is Medicare+Choice?**  
This program, also known as Medicare Part C, was established by Congress as part of the 1997 Balanced Budget Act. Medicare+Choice offers four (4) new managed care coverage options for seniors which should be explained in the notice you receive from the government.

These four new options will be available to seniors depending upon where you live. Some seniors may have access to plans as early as January, 1999. Others may be offered these plans much later or not at all. So far, Medicare has received only three (3) applications from groups seeking to provide these managed care services.

If you have any questions about your current United American policy, please call us at 972-529-5085, or reach us at our website: [www.unitedamerican.com](http://www.unitedamerican.com)

united american insurance company  
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