



ANDREW W. KING

Senior Vice President, Branch Sales

UA Adds Sensible New Product To Underage Portfolio

Our Branch Office Division knows with United American, they're getting the best. That's because we're committed to offering you the best sales opportunities with the best products available. And this month, we'd like to unveil our latest supplemental underage product — the Good Sense Plan (GSP).

The GSP is essentially an upgrade of our popular HSXC 7500, which we'll continue to sell. Both products provide coverage for hospital and surgical treatment, but the Good Sense Plan offers increased benefits. With the GSP Standard-15 and GSP Select-25, customers can choose which benefits best suit their needs. (See pages 6-7 for a full product description.)

While this protection is by no means a major medical plan, it does provide a reasonable alternative for buyers who can't afford major medical or don't qualify. The GSP covers many preexisting conditions through use of the Select Benefit Rider manual. And most importantly, our plan is guaranteed renewable — a feature not usually found on major medical coverage.

A plan like the GSP is ideal for small business owners, persons who have lost their jobs (and insurance) due to downsizing as well as individuals who can afford to self insure, but wish to have basic hospital expense protection.

We hope you will use this as another opportunity to increase your already booming sales! Combined with our Medicare Supplements, Life, Long Term Care and ancillary products, sales will only continue to escalate with the GSP. And we'll provide you the quality service on which UA is known nationwide. See page 5.

You have already kicked off this year with great momentum. ***In February we set yet another recruiting record of 289 recruits!*** Our sales numbers are also already way up by more than \$9 million over the same time last year. This trend will continue thanks to your T.E.A.M. efforts — Together Everyone Achieves More. Keep up the great work and we'll see you all at the TOP!