



VISION  
Magazine

## UNITED AMERICAN

For over a half century, United American Insurance Company has been meeting the public's life and health needs. We are a leader in individual life and health protection. We are totally committed to meeting customer needs through personal one-on-one Agent service and complete Home Office customer support. You can count on UA to do what it says it will do.

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## VISION

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## EDITOR'S PAGE

### PRO-CARE APPROVALS

*Effective immediately*, Branch Agents in **Kansas** will be selling *Attained Age rates on ProCare Plans B, C, and D and Issue Age rates on Plans A, F, and G*. Plan availability varies slightly in these states. United American offers choices of premium structures on selected Medicare Supplement plans in order to give Agents more flexibility and clients more choices. Updated supplies have been sent. For additional materials, Branch Managers may contact Agent Supply.

### GSP APPROVALS

A special mailing regarding Good Sense Plan rate approvals for new business and renewals has been mailed to Branch Offices in **Colorado, Delaware, and Indiana**. *New rates in these states are effective June 1, 2004*. For additional materials, Branch Managers may contact Agent Supply.

### CASH CANCER APPROVALS

*Effective June 1*, UA's Cash Cancer plan, CANB, has received new rate approvals for new business and renewals in **Florida**. A mailing including state special materials has been sent to Branch Offices working in these states. For additional materials, Branch Managers may contact Agent Supply.

### INTEREST RATES SET

The **Lifestyle Annuity** new money interest rate for the month of **May** is **3.25 percent**. Rates will continue to be reviewed and adjusted accordingly.

The **Deposit Fund Rider** new business interest rate for 2004 has been set at **3.00 percent**.

### ATTN: ALL AGENTS

New versions of the Final Expense presentation (FEP 2-04) are now available on CD-ROM from Supply. CDs are in PowerPoint format and are \$3 each.

### LIFE HEIGHT/WEIGHT CHART

Below is the new Height/Weight chart for Life sales. The chart may also be downloaded from [uabranched.com/services](http://uabranched.com/services).

LIFE HEIGHT / WEIGHT CHART

Height		Maximum Weight*		Height		Maximum Weight*	
Feet	Inches	Standard	Graded	Feet	Inches	Standard	Graded
4'	10"	226	251	5'	8"	286	311
4'	11"	232	257	5'	9"	296	321
5'	0"	235	260	5'	10"	299	324
5'	1"	237	263	5'	11"	308	333
5'	2"	243	268	6'	0"	312	337
5'	3"	247	275	6'	1"	323	348
5'	4"	256	281	6'	2"	328	353
5'	5"	262	287	6'	3"	339	364
5'	6"	270	295	6'	4"	360	385
5'	7"	276	301				

\* Uninsurable if over maximum weight for graded life.

## UA's Fab Five!

Autry Freeman has promoted more Unit Managers to Branch Managers than any other manager in the company. In fact, four of his recruits made President's Council, along with himself, this year. Now, that's a fab five!

**Pictured Right: Randy Byrd, Jackson Branch Manager; Keith Cleveland, Memphis Branch Manager; Autry Freeman, Atlanta Branch Manager; Buddy Pierce, Dallas Branch Manager; Jack Curtis, Tupelo Branch Manager.**

