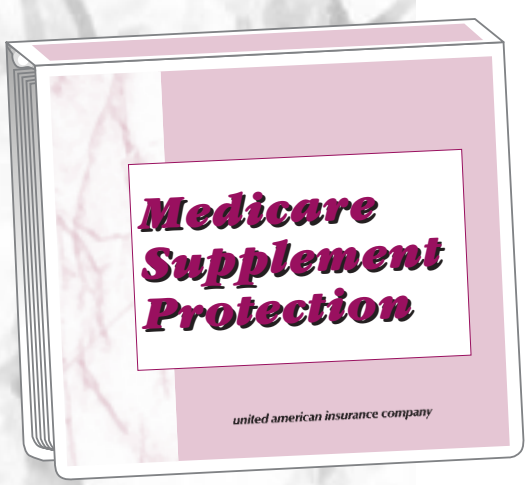
Find Your Way To More Senior Sales With UA's Med-Supp Marketing Tools

Polish sales presentations with UA's new Medicare Supplement Protection book. Packed with all the information a customer needs to make a buying decision, this new sales tool can be used for visual aid, prompting or training. Featuring an easel-type design for dual viewing, the Med-Supp book includes:



- **Information about Medicare including enrollment and deductibles**
- **What Medicare Supplements cover**
- **United American ProCare plans**
- **"Automatic Claims Filing" and ACF Partners®**
- **Factors to consider when buying a Med-Supp**
- **Company history**
- **UA ratings and advantages**
- **Explanation of premiums**

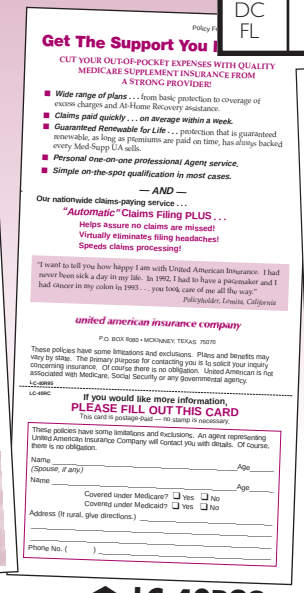
Cost for this new presentation is only $12.

The Presentation is approved in jurisdictions marked "X" at press time.

AL	X	GA	X	MD	X	NC		TX	
AK		HI	X	MI		ND	X	UT	X
AZ		ID		MN		OH	X	VT	
AR	X	IL	X	MS	X	OK	X	VA	X
CA		IN	X	MO		OR	X	WA	
CO	X	IA	X	MT	X	PA	X	WV	X
CT	X	KS		NE	X	RI	X	WI	
DE		KY	X	NV	X	SC	X	WY	X
DC	X	LA		NH	X	SD	X		
FL	X	ME		NM	X	TN	X		

Consider These UA Med-Supp Agent Tools

PHT8/98



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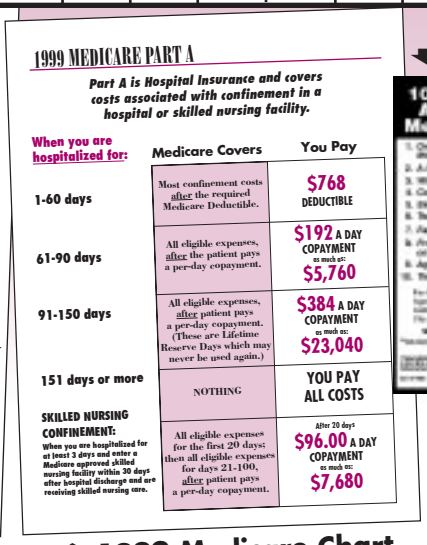

1999 MEDICARE PART A

Part A is Hospital Insurance and covers costs associated with confinement in a hospital or skilled nursing facility.

When you are hospitalized for:	Medicare Covers	You Pay
1-60 days	Most confinement costs after the required Medicare Deductible.	$768 DEDUCTIBLE
61-90 days	All eligible expenses, after the patient pays a per-day copayment.	$192 A DAY COPAYMENT as much as: $5,760
91-150 days	All eligible expenses, after patient pays a per-day copayment. (These are Lifetime Reserve Days which may never be used again.)	$384 A DAY COPAYMENT as much as: $23,040
151 days or more	NOTHING	YOU PAY ALL COSTS
SKILLED NURSING CONFINEMENT: When you are hospitalized for at least 3 days and enter a Medicare approved skilled nursing facility within 30 days after hospital discharge and are receiving skilled nursing care.	All eligible expenses for the first 20 days; then all eligible expenses for days 21-100, after patient pays a per-day copayment.	After 20 days $96.00 A DAY COPAYMENT as much as: $7,680

1999 Medicare Chart

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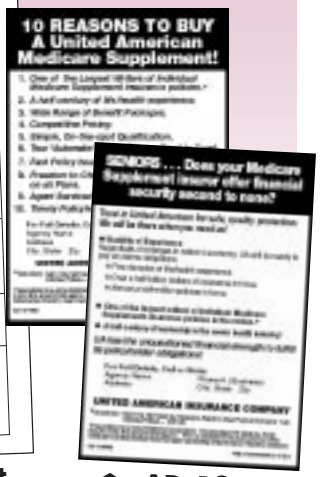

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Please see the marketing tools chart for availability in your state.

Branch Managers can contact the Home Office to place an order.