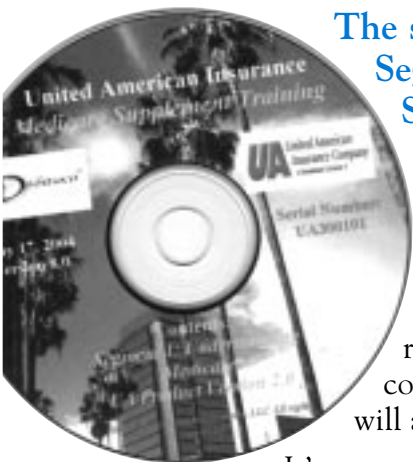


New Agent Medicare Training – It's Here!

At Last, The New Web-Based Medicare Training Is Available For Branch Agents. If you're a veteran UA Agent, you're already very familiar with Medicare and selling to Seniors. However, if you're a new Agent or one who has only been selling for a short while, you probably still have a lot to learn. We have great information available to you via our New Agent Medicare Supplement Training course.



The self-tutorial CDs are a three-part training program which covers:

Segment 1: Understanding Medicare

Segment 2: Medicare Supplements & ACF

Segment 3: Secrets to Selling ProCare

CDs are available to use anytime of the day or night and provide you with state-of-the-art training. You hear interactive presentations on pertinent Medicare topics and are prompted to answer true or false and multiple choice quiz questions. You receive results immediately upon completion of each session. In addition, you must successfully complete each section before you are able to proceed to the next section. Your Manager will assist you if you have any questions about how to use the system.

It's an excellent training program that will provide you with an outstanding foundation on which to build your knowledge of Medicare and the Senior market. Talk to your Manager today!

Sample Quiz Questions

How do you score?

- 1. What Does Medicare Part A Not Cover?**
 - a. Inpatient hospital care
 - b. Inpatient care at a skilled nursing facility
 - c. Home healthcare
 - d. Physicians' fees
- 2. What Does Medicare Part B Not Cover?**
 - a. Physicians' fees
 - b. Ambulance
 - c. X-rays
 - d. Hospice
- 3. Attained Age Pricing is based on:**
 - a. The policyholder's age each year
 - b. The policyholder's age at the time of policy purchase
 - c. The general health of the community
 - d. None of the above
- 4. Med-Supp policyholders have the right to review their policy for:**
 - a. 90 days
 - b. 60 days
 - c. 30 days
 - d. None of the above
- 5. Med-Supp insurers must show what percentage of claims loss for the state to approve a rate increase?**
 - a. 85%
 - b. 65%
 - c. 10%
 - d. 50%
- 6. United American pioneered "Automatic" Claims Filing® in the:**
 - a. '60s
 - b. '70s
 - c. '80s
 - d. '90s