



# Testimonials

## Jackson, Mississippi

Ok, Ok, you want stories? I'll give you a few. I was writing underage business in the late 80's and early 90's, making incredible front money. But that was nothing compared to what is happening out there today!! Last week, an Agent went to Meridan, MS, on an appointment and was talking on his cell phone when he left. I guess he talks kinda loud because, when he hung up, a lady who had been waiting to pick up her kids leaned out of her car window and said, "I didn't mean to eavesdrop, but I am a small business owner, and I need Hospital Insurance. Can you come see me?" Off the street!! People are literally asking for insurance!!

## Reno, Nevada

I don't know where to begin!! Yes, I do. We are really getting excited about UA's total portfolio. We can't wait to get to work tomorrow; we have so many exciting things happening. Veteran Agents are excited and leading the way. New Agents are following their mentors. Nay-sayers are disappearing, and, as true UA Agents adapt, we all seem to make more money. Recruits feel the enthusiasm in the office. In the last two weeks, our office wrote 70 apps at \$97,168 AP! Reno is the "Biggest Little City" in the world. We will be the "Biggest Little Office" in the Company!

## Memphis, Tennessee

Another success story with Underage Health sales. I received a referral from one of my Medicare Supplement policyholders. She told me a friend of hers was losing his health insurance, and the only benefits he was able to find were from a competitor. I gave the lead to one of the Agents. The Agent not only wrote over \$500 in monthly premium on this prospect and his wife, but he also picked up a referral which resulted in over \$600 in monthly premium on another couple. Over \$13,00 APV in just two houses! Underage sales are growing!

## Plano, Texas

I completely agree that we have tremendous products to solve people's problems in the Underage market. The Underage market has been a boost to the Branch production and Agent income. Of the last 109 policies sold in our Branch, 71 were Underage. It also helps with multiple sales. Every GSP sold except for two have included at least one Cancer, Accident, SSXC, SMXC, or Life product. Training is the key to getting into this market. We focus on three main components: product, presentation, and prospecting. I see nothing but unlimited growth in this market!

UA Underage Success Stories

## Springfield, Missouri

For last week's app count our office wrote eight Med-Supps, 13 Final Expense, 12 Underage Health, and one Annuity. The best of all was a new Agent who had seven apps for \$7,612 AP in her second week, which was her first week on her own! She's very happy, and we were too. Everyone at the weekly sales meeting gave her a standing ovation. Let's use all of our tools!

Are Nationwide!