



**ANDREW W. KING**  
*Senior Vice President, Branch Sales*

## A Round of Applause for UA's High Achievers

**A**t United American, we recognized a long time ago that the chief reason for our continued success is the hard work of the folks of our Branch Office Division. Your integrity, ambition and passion for success combined with UA's products, Home Office support, compensation and incentives creates a winning atmosphere for everyone.

To show our appreciation for the fine work of our branches, we dedicate this issue of *Vision* to our top producers. What sets these men and women apart is their willingness to embrace goals and dedicate themselves and others to them so that the stated sales mission is accomplished. Inside you'll find:

**Our new President's Council**

**1998 President's and Honors Clubs**

**1998 Rookies of the Year**

**1998 President's and Chairman's Round Table members**

High performance is a result of T.E.A.M. efforts. We congratulate our Branch leaders and thank them for helping make our company great!

And speaking of greatness — we had a great speaker by the name of Mr. Paul Harvey address our conventioners at the Atlantis Resort. On September 30, millions more people will hear about the advantages of UA as radio legend Paul Harvey becomes our official company spokesperson. During Paul Harvey News & Comment, Harvey will voice his support and belief in United American three times daily on more than 1,300 ABC radio network stations. This will prove very beneficial to you with increased prospecting sources and subsequently sales! Find out more on page 4.

We've got a good thing going at UA. Not only do we have the right products to meet your customer needs, but we also work hard to maintain the financial strength necessary to insure we'll be around to provide that protection for a long time. Every decision made is in an effort to protect the customers, the representatives and the shareholders.

**We'll see you at the TOP, T.E.A.M. — everyone working together towards more improvement and achievement. None of us are as strong as all of us in reaching even higher levels of success!**

**Never doubt that integrity!**

### Cowabunga!

If you're looking for additional ways to improve your business, surf the Internet to [www.uabbranch.com](http://www.uabbranch.com) — United American's Branch web site. You'll find much needed information including positions available, convention and divisional contest destinations, press releases plus *Vision Online!* This is a great tool for recruiting — take advantage of it. **If you're not online you need to be. Visit our site today!**

