

This is a great time to be with United American. UA will continue to grow, and the training school is just one more reason why. If you've never been to the seminar, check out the box below for the date and venue that is most convenient for you and join us for two exciting days of information, motivation and fun.



Training School is Cool



(Left) UA President of Exclusive Agency Division, Andy King, and "Lead Guru" Don Runge at a Dallas seminar. (Right) The "Lead Guru" during his workshop.

Training Seminar Schedule and Guidelines

Site	Dates	Reservation Deadline	Qualify as a New Agent*
Atlanta, Georgia	Sept. 28- Sept. 29	Fax/E-mail by Sept. 15	Contracted after June 28
Las Vegas, Nevada	Oct. 12- Oct. 13	Fax/E-mail by Sept. 29	Contracted after July 12
Dallas, Texas	Oct. 26- Oct. 27	Fax/E-mail by Oct. 13	Contracted after July 26
Columbus, Ohio	Nov. 9- Nov. 10	Fax/E-mail by Oct. 27	Contracted after Aug. 9
Atlanta, Georgia	Nov. 30- Dec. 1	Fax/E-mail by Nov. 17	Contracted after Aug. 30
Las Vegas, Nevada	Dec. 14- Dec. 15	Fax/E-mail by Dec. 1	Contracted after Sept. 14

*Must be \$1,000 producers (see guidelines for details). Each class begins at 8:30 a.m. on the first day and ends at approximately 3:30 p.m. on the second day. Talk to your Branch Manager about attending.

NEW GUIDELINES

Due to the tremendous influx of new Agents joining our T.E.A.M., the New Agent Training Seminars are getting bigger and bigger – so large in fact, that it is becoming a problem to find enough room space.

To ensure that the Agents who are most serious about our opportunity are given every chance to succeed, we are changing the guidelines to obtaining accommodations for the training events, beginning with the Sept. 28 session in Atlanta. United American's Exclusive Agency Division will pay for two nights of lodging and meals for the following individuals:

- New Agents who have contracted within 90 days prior to the seminar and have each produced no less than \$1,000 in net annualized premium, per the minimum standards report.
- Unit Managers who bring at least two New Agents from their unit who have contracted within 90 days prior to the seminar and have each issued no less than \$1,000 in net annualized premium.
- Branch Managers should attend every seminar with their T.E.A.M.

Cindy Rhoades will continue to make arrangements only for those individuals who qualify to have their expenses paid. Agents who do not meet the requirements are welcome to attend, but will need to reserve and pay for their own hotel arrangements.

If you have any questions, please contact Cindy Rhoades at www.crhoades@torchmarkcorp.com or (972) 569-3677.