



# A SALUTE TO THE STARS OF UNITED AMERICAN!

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### **Top Producers, Rookies, and Round Tables**

It was a Red Carpet evening for the celebrities of UA...pgs. 4 & 5

### **President's & Honor Clubs**

High-dollar production and strong persistency gave well-deserved recognition to this talented group...pgs. 6 & 7

### **Leadership Development Board**

This year's expanded Board means greater experience and leadership skills to guide our Division's future...pg. 8



**UNITED AMERICAN**

For more than a half century, United American Insurance Company has been meeting the public's life and health needs. We are a leader in individual life and health protection. We are totally committed to meeting customer needs through personal one-on-one Agent service and complete Home Office customer support. You can count on UA to do what it says it will do.

www.uabranch.com  
www.unitedamerican.com  
**HOME OFFICE**  
(972) 529-5085

**VISION**

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**ATTN: FLORIDA AGENTS  
UA PARTNERS®**

Best Benefits, Inc., the Florida-licensed discount medical services provider, which administers the UA Partners program in Florida, has changed its name to Coverdell & Company, Inc. It recently sent a communication to all our UA Partners members in Florida announcing the name change.

Because UA Partners customers may contact you with questions, a special follow-up mailing has been mailed to Branch Agents working in **Florida**. Although there will be no corresponding change in the discounts and services your customers receive, this is an excellent opportunity to contact your UA Partners customers to reassure them and to revisit with them about their needs.

You may redirect your customers directly to Coverdell at 773-867-4400 with any questions or concerns.

**PROCARE RATE APPROVAL**

A special mailing regarding **ProCare Medicare Supplement** rate approvals and new plan codes for new business and renewals has been mailed to Branch Agents working in **Florida**.

New Florida policy forms have been approved to allow rate changes based on a policyholder's current area of residence. Effective **August 1, 2007**, please begin entering the new plan codes shown below on applications. These plan codes will be retained for future renewal rate approvals.

PLAN	NEW CODE	OLD CODE
Plan A	HC3	C09
Plan B	HC4	C10
Plan C	HC5	C11
Plan D	HC6	C12
Plan F	HC7	C13
Plan G	HC8	C14
Plan HDF	HD1	P38
Disability A	HC9, Z24	C15, U24
Disability B	HD0, Z25	C16, U25

New rate cards are available for download at [www.uabranch.com/services](http://www.uabranch.com/services) and from Agent Supply.

**ATTN: NEVADA AGENTS**

A special mailing regarding approval and immediate use of the **FLEXGUARD<sup>Plus</sup>** application and the **MLAP**, Individual Life Series application, has been mailed to Branch Agents working in **Nevada**.

**ATTN: ALABAMA, CALIFORNIA, IOWA,  
MISSISSIPPI AGENTS**

UA is giving refunds and/or premium credits to Medicare Supplement policyholders who were issued the following plans through December 31, 2006:

**Alabama:** Plan F, Disability Plan F, HDF

**California:** Plan G

**Iowa:** Plan F, Disability Plan F, HDF

**Mississippi:** Plan B, Disability Plan B, Plan F, Disability Plan F, HDF

Depending on the policy, state, and year of issue, most policyholders will receive between two and five months premium credit, while some policyholders will receive a refund. If the policyholder received a premium credit, no commission will be paid during this waiver period as the Company is not collecting premium.

**ATTN: ALL UA AGENTS**

UA health *and* life products are now combined on **ONE** compliance sheet. The new sheets also contain links for outlines of coverage, Medicare Supplement notices, and replacement forms, which we encourage you to print from your own PC.

Laws and regulations vary by state and are updated frequently, so check compliance sheets on a regular basis at **UAOnline**.

**A.M. BEST RATING**

On June 8, 2007, **A.M. Best**, insurance industry rating specialist, reaffirmed its financial strength rating for United American. UA has been rated **A+ (Superior)** for financial strength for more than 30 consecutive years.

If you create advertising material to be approved by the Home Office and reference our A.M. Best financial strength rating, be sure to note it as of 6/07.

**INTEREST RATES SET**

The **Lifestyle Annuity** rate for **August** is **4.10 percent**. Rates will continue to be reviewed and adjusted accordingly.

The **Deposit Fund Rider** new business interest rate for **2007** has been set at **3.00 percent**.

*If you have any questions or do not receive mailings where applicable, please contact Branch Service.*

# United American Congratulates Our

## 2006 TOP PRODUCERS

Congratulations to our UA celebrities. The individuals pictured on these pages are the finest of United American! They have a tremendous responsibility, which they carry out daily with intelligence, creativity, enthusiasm, and expertise. The example set by these talented men and women inspires all of us to give our very best each and every day.

### Branch Managers

#1



**DON GIBBS, CLU WITH WIFE CAROL**

#2



**CHRIS JONES WITH WIFE ROBIN**

#3



**JEFF MILLER WITH WIFE AGNES, SON JAKE & DAUGHTER, GENA**



**Branch Manager  
GARY DEESE WITH WIFE SCOUT  
& PRESENTER JOHN HAMILTON**

### Unit Managers

#1



**SHAUN SNOVEL WITH WIFE HEATHER**

#2



**JASON EVERETT WITH WIFE SARAH**

#3



**WES PATTERSON WITH WIFE KIERSTEN**



**Unit Manager  
WES PATTERSON  
WITH PRESENTER BOB HOLKER**

### Agents

#1



**JASON ADAMS WITH WIFE LISA**

#2



**MITCHELL PHELPS WITH WIFE MYRNA**

#3



**BRIAN HOLKER WITH WIFE NICOLE**



**Agent  
CO-WINNERS JASON ADAMS  
& MITCHELL PHELPS WITH  
PRESENTER MARK HARGIS**

### Rookies of the Year

# First Year Agent Production

2006



**BRANCH MANAGER CHRIS JONES WITH WIFE ROBIN & PRESENTER RON SEROKA**



**UNIT MANAGER SHAUN SNOVEL WITH WIFE HEATHER**

## Round Tables

### Chairman's Round Table

\$1,000,000 or more in-force premium



**MIKE MCKINNEY**

\$1,452,589



**JANET TUMMINIA**

\$1,031,386

### President's Round Table

\$750,000 to \$999,999 in-force premium



**FRED DIVITTORIO**

\$837,205



**KIM FULTZ**

\$767,063

# 2006 President's Club

## Ranking 4-10

### Branch Managers



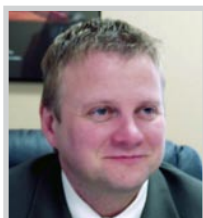
4. JOHN PAUL CASWELL



5. JUSTIN WHITE



6. ROSS TAYLOR



7. GREG GORMAN



8. LANCE TAYLOR

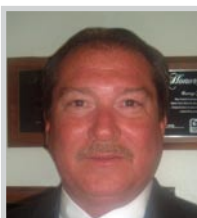


9. CRAIG VILLWOCK



10. RANDY BYRD

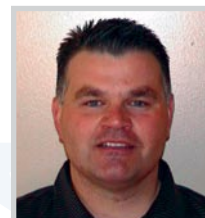
### Unit Managers



4. STEWART ROSS



5. MARK ACRE



6. ROBERT HOLKER



7. DONOVAN DOCK



8. MIKE HYMAN



9. RICHARD BYRD



10. DON ARNETT

### Agents



4. JENNIFER CRAWFORD



5. MARIO GARCIA



6. WES PATTERSON



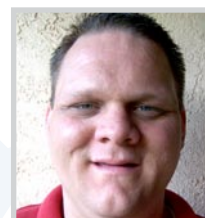
7. CARSON HINDS



8. GRANT WALTON



9. BEAU MOORE



10. MICHAEL NEBEKER

# 2006 Honor Club

## Ranking 11-20

### Branch Managers



11. JACK CURTIS



12. ALAN SPAFFORD



13. JOHN HAMILTON



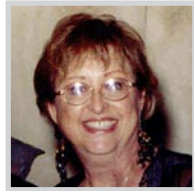
14. JASON GSOELL



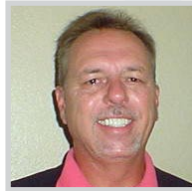
15. GARY DEESE



16. SCOTT CHRISTIANSON



17. IRENE BURNS



18. GEORGE MUSE



19. RICK KROUT



20. SHERI SISLER

### Unit Managers



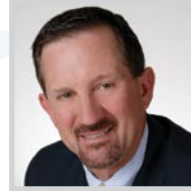
11. BRIAN PEDERSON



12. PENNEY FRAZIER-



13. ASHLEY ANDERSON



14. KEVIN LORDS



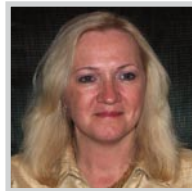
15. JOANN SPAFFORD-  
PAAK



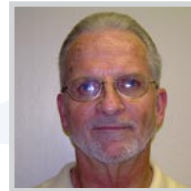
16. TANNER SMITH



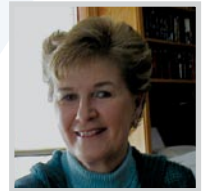
17. TONY VEIT



18. MARILYN INGLE



19. JAMES GREENE



20. KAREN DOLAN

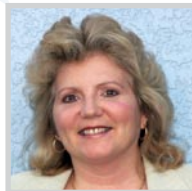
### Agents



11. CASEY CRAMER



12. GARRIDY MCEWEN



13. SUSAN KOSTYK



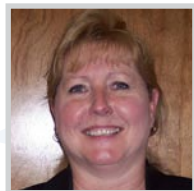
14. THOMAS MATTOX



15. FRED DAVIS



16. MICHAEL SAENZ



17. KAREN HAMMER



18. TIMOTHY SMITH



19. MATTHEW ALLEN



20. SCOTT TAYLOR