

Fast Break Quick Start Promotion

UCT Advantage Survey Results

What you'll find in this issue of *Agent Productions*:

- Critical Illness Quick Start promotion
- UCT Advantage Survey results
- Dental, Vision & Hearing Expense Insurance information
- New application information for Med Supp, Short Term Convalescent Care and Single Premium Whole Life
- The UCT Advantage in action - our 2012 convention service project!

Get ready!
Get set! Go! UCT
launches our Critical
Illness Quick Start
promotion!

UCT has released a new Critical Illness product for the under age 65 market. So far it has been approved in 21 states with more to come. To break out this product we're offering cash to top UCT licensed agents.

- The FIRST application* - \$100 Cash Bonus (Prepaid VISA card)
- TEN applications* by April 30 - \$300 Cash Bonus (Prepaid VISA card)
- TOP AGENT with the most CI applications* between now and April 30 - \$500 Cash Bonus (Prepaid VISA Card)

*** Applications need to be submitted by April 30, and approved no later than May 30, 2012.**



Congratulations to **Joseph C. Taylor** for winning the \$50 VISA card for participating in the UCT Advantage Survey featured in our February newsletter! Thanks to all who participated and offered comments.

Almost 82 percent of respondents indicated they "always use the UCT Advantage" in sales presentations. Those who use the UCT Advantage believe it has positively affected their sales results.

"Seniors in particular love to be participants of community endeavors versus plain vanilla insurance clients. 'Fraternal organization' has a unique ring to it," said agent Carla Hatcher.

Agent John Stetler agreed. "Establishing credibility nowadays, both professionally and in business, is paramount in my opinion to differentiating yourself from the crowd."

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Dental, Vision & Hearing Expense Insurance (DVH) information

Attention Missouri Agents:

Note that the DVH application is no longer state specific. You should now be using form number DVH APP 0110.

Reminder:

When completing a DVH application **YOU MUST COMPLETE A SEPARATE APPLICATION FOR EVERYONE IN THE HOUSEHOLD WHO IS APPLYING.**

Just putting the spouse's name in the section is not sufficient. This only shows that a 10 percent discount should apply. We still need a complete separate application for both husband and wife.

New applications required for Med Supp (MS), Short Term Convalescent Care (STC) and Single Premium Whole Life (SPWL)

UCT is in the process of updating our Medicare supplement, STC and SPWL applications regarding the language requirements in the "Authorization" section of these applications.

We have received approval to use the new language on these applications in many states, but not all. We will provide you with a status of the approval process in all states shortly.

Once we have received approval in your state, the application form number will change, and we'll no longer be able to accept "old" applications for these products containing the old form number. We will notify you via email and attach a PDF of the new application form when it is approved.

Congratulations to our top five writing agents from Oct. 1, 2011, through Feb. 17, 2012:

Wesley Bair
Matthew Vaughn
John Yesbeck
Richard Mullins
Mark Hart



Congratulations to our top five general agents from Oct. 1, 2011, through Feb. 17, 2012:

James M. Gray, Inc.
Senior Insurance Marketing
General Agent Center
Equity One Financial LLC
Medical Insurers Associates of Virginia, Inc.

Please watch for these important notifications.

You've asked for them, and UCT is listening, so... **coming soon:**

**Child Rider for DVH
Accident coverage
Disability Income Coverage
for the middle market
Electronic applications for
DVH and STC**

The UCT Advantage in action - our 2012 convention service project!

UCT is dedicated to providing your clients with well-developed, affordable insurance products. But we're also committed to improving communities and practicing compassion. In that spirit, we're holding our third annual community service project at this year's annual UCT convention in Calgary, Alberta.

This year's project is collecting needed personal items for children and families for CUPS (Calgary Urban

Project Society). CUPS is a non-profit organization dedicated to helping individuals and families overcome poverty and achieve lasting solutions.

As an agent, you're also a UCT member. We invite you to join us in Calgary to witness the UCT Advantage firsthand - or to participate by donating needed items. [Click here to learn more about our Calgary service project.](#)

