



Great News! New Lower GSL Rates in Your State!

We are excited to announce lower Medicare Supplement rates and new underwriting changes to help you place more cases!

In addition to lower rates, we will be adding an additional underwriting class to help approve more applicants. With this new underwriting class, an application that may have been previously declined, could now receive a modified offer with a 15% higher premium rate.

You can use our 100% instant decision eApplication to access the new rates and underwriting class beginning September 1, 2021.

Effective September 1, 2021, we will be making the following rate changes to Great Southern Life (GSL) Plans A, F, G, and N, in Arizona. These rate changes will apply to all applications signed on or after September 1, 2021.

Plan F	Plan G	Plan N	Plan A	Effective Date
-1.4%	-1.4%	-5.6%	-1.4%	9/1/2021

Updated application packets are available for download and order on Americo.com. For quick access to state approvals, rates, and materials, go to AmericoMedSup.com.

To learn more about the underwriting changes and how to use our instant decision Med Sup eApplication, join us for an upcoming agent training presentation.

Thank you for your business.

Americo Marketing

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