

MEMORANDUM

To: ALL IOWA AGENTS

From: Guarantee Trust Life Insurance Company (GTL)

Date: 1/23/2020

Subject: 2020 MEDICARE SUPPLEMENT RATES

At GTL, we appreciate the Medicare Supplement business that you have placed with us. In our effort to always keep you well-informed, the Department of Insurance in your state has approved a rate increase for the Medicare Supplement policies:

IA – Plans A & F: 17%; Plans G & N: 12%

Any new business received at GTL that has an application date of March 1, 2020 or later must reflect the new rates. Applications dated February 29, 2020 and prior must be received at GTL by March 6, 2020. Existing policyholders will be notified for policies due March 1, 2020 and later.

Similar to our procedures in the past, newly issued policies will not receive a rate increase for one year (attained age re-rate still applies).

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