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United American, selling Medicare Supplement insurance since Medicare began!

MEMO

To: All General Agents in California
From: Ryan Sykes, Vice President, UA General Agency Division
Re: New ProCare Medicare Supplement Plan HDG Available in California

Great news! We are pleased to announce the approval of United American's ProCare Medicare Supplement High Deductible Plan G (HDG) in California¹. You may begin selling immediately.

Order the new Application MA15(04)R, Outline of Coverage DS-MS2020(04), Brochure F4931(04) R20, and Rate Card from Supply, or download immediately from the California Compliance Sheet¹. **YOU MUST BEGIN USING THE NEW APPLICATION FOR ALL PLANS IMMEDIATELY. We will not accept old applications after June 15, 2020.**

Significant changes to the new application MA15(04)R include the following:

1. A new Plan HDG bubble has been added at the top of page one of the application:

*Medicare first eligible before 2020 only

Select Plan	<input type="radio"/> A	<input type="radio"/> B	<input type="radio"/> C*	<input type="radio"/> D	<input type="radio"/> F*	<input type="radio"/> HDF*
Applying for	<input type="radio"/> G	<input checked="" type="radio"/> HDG	<input type="radio"/> K	<input type="radio"/> L	<input type="radio"/> N	

2. The application health questions now offer the option to select "Unsure":

Complete these Health Questions only if you are NOT applying during a guaranteed issue or open enrollment period. Please see PART VII of this application to help you determine if you are applying during a guaranteed issue or open enrollment period.

IF THE ANSWER TO ANY OF THE FOLLOWING QUESTIONS IS "YES," THE APPLICANT IS NOT ELIGIBLE FOR COVERAGE:

	Yes	No	Unsure
1. What is your height and current weight ?			
Height (ft. in.)	<input type="text"/>	<input type="text"/>	<input type="text"/>
Weight (lbs.)	<input type="text"/>	<input type="text"/>	<input type="text"/>
2. Are you currently hospitalized, confined to a nursing facility or receiving Medicare approved home health care, or have you been hospitalized or received Medicare approved home health care 2 or more times in the past 12 months?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3. Do you have emphysema, Chronic Obstructive Pulmonary Disease (COPD), or pulmonary fibrosis?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

3. The Height/Weight and Tobacco questions have been moved to the 'PART III: HEALTH QUESTIONS' section of the application.
4. Two additional pages have been added to the application, detailing the eligibility requirements for Guaranteed Issue, Open Enrollment, and Annual Open Enrollment.

Agents licensed and appointed in the state of California may begin selling the new Plan HDG with paper applications immediately. **eApp updates are in process. You will be notified as soon as new Plan HDG is available on eApp.**

Commission schedules have been updated to include Plan HDG in California. Commission rates for the HDG are the same as the HDF. Contact ALtech@globe.life to request an updated schedule.

NOTE: Individuals who were eligible for Medicare benefits prior to January 1, 2020 may also purchase the HDF where available and qualified.

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