



Web Eagle

October 2016

United Security Assurance
2016 Producer Incentive Program

Welcome to the Web Eagle, your monthly source for the latest product and industry news from United Security Assurance.

 **Mission Accomplished!**
New Opportunities with USA

For producer use only.

At United Security Assurance, we are keeping things warm this Fall with our 2016 producers' incentive program, "*Mission Accomplished! New Opportunities with USA*", by rewarding our producers with **hot cash**.

Just like a pile of newly fallen leaves, we hope you will be able to rake in piles of bonus cash. So get your USA LTC, HHC, STHHC, LSS, or LSS Select applications in to us today! For more information about this exciting program or to learn more about our insurance plans, call our Marketing Department at 800-USA-3044.

[View Program Rules](#)

Ordering Supplies

USA licensed producers can order directly from our website or contact our Forms Coordinator, at 800-USA-3044 (ext: 131).

Quoting Software

Our quoting software can be downloaded from our [website](#)*. Contact us, if you are unable to download the quoting software or if you would like to have an illustration done for you.

Our LSS and LSS Select LTCi products are featured on

Get Inspired to Sell

It's a fact that motivated producers enjoy their work more and do their work better, resulting in a healthier bottomline. Achieving this level of work ethic doesn't come easy and requires a high level of dedication and focus. But there are times when even the most successful producers experience moments of stress and adversity.

Indeed, happiness at these time can be elusive. Yet there are steps one can take to encourage it. An online article written by Brian Tracy entitled, "*30 motivational quotes to inspire sales success*", helps to encourage and rejuvenate producers. You can read the [entire article here](#). We hope you get motivated to sell more of our LTC insurance plans after reading it. Happy Selling!

StrateCision or LTC
Quote, quoting
platforms.

*This is a secured section of
our site that requires
registration.

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Visit Us



Nurse's Nook¹

by Nurse Deb

The topic for this month's article is **Prostate Cancer**. Sources referenced in this article were gathered from American Cancer Society, Newsmax Health Video, Medical News Today, and National Cancer Institute.

Prostate Cancer is a disease that affects men. The prostate is an exocrine gland of the male reproductive system, and is about the size of a walnut. There are thousands of tiny glands in the prostate and they all produce a fluid that forms part of the semen. The urethra goes through the prostate and the gland is also involved in urine control with the use of muscle fibers. These muscle fibers in the prostate contract and release, controlling the flow of urine that flows through the urethra. This is important to understand since a PSA (prostate-specific antigen) is a protein produced by the prostate. If the PSA is high it can be an indication of some type of prostate condition (prostatitis) or may also indicate Prostate Cancer.

In some older men the prostate may continue to grow, particularly the part that is around the urethra - this is called BPH (Benign Prostatic Hyperplasia). This condition can cause men to have difficulty urinating and may even cause the urethra to collapse thus causing the need for medical intervention.

In most cases the prostate cancer starts in the gland cells – this is called adenocarcinoma. This is usually a slow progressing disease. When interviewing a potential applicant these are questions you may want to ask:

1. When were you diagnosed with Prostate Cancer?
2. What is your current PSA? What was your PSA prior to that?
3. Did doctor assign a Gleason Score? If so do you know what it is?
4. Have you received any type of treatment for your Prostate Cancer?
5. What treatment have you received for your Prostate Cancer and when?
6. Do you have a history of any other type of cancer?
7. Do you also have a diagnosis and are being treated for

- hypertension?
- 8. Are you a diabetic?
- 9. Do you suffer from urinary incontinence?
- 10. Where you ever exposed to Agent Orange? (Where you in Vietnam?)

The responses to these questions can help us better underwrite the potential applicant. Please feel free to call on our expert underwriting for a more in-depth pre-qualification.

For additional information on how we underwrite specific medical conditions or to speak with one of our qualified underwriters, call us at 800-USA-3044. Requests for future topics are always welcome.

¹All information is intended as general knowledge only and is not a substitute for medical advice for specific medical conditions. We cannot and do not give medical advice. Individuals are always encouraged to seek medical advice for any specific health issues.

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Connect with USA

We are fortunate to have great producers. We want to make sure you have the opportunity to connect with us, and most importantly, with each other. Whether it's to share stories, or to communicate with like-minded agents you can find us listening at our social media sites.

We may not be able to answer all questions though; so if you require an immediate response, please contact us by phone at 800-872-3044.



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