



Why You Should Consider USA

There are many insurance companies to choose from, some large, some small, some that write multiple lines of business, and some that are more specialized than others. How is an agent to decide who he or she should write for? There are multiple factors that can come into play, and an agent must choose what the most important factors are including insurability.

United Security Assurance Company of Pennsylvania has been in business since 1983 and over those 35 years, we have learned a few key things that seem to be the gold standard for good business.

- **Lifestyle Approach to Underwriting.** United Security Assurance has been able to assist agents in placing cases that other carriers are not willing to issue. No two cases are the same. We understand how to take a realistic, lifestyle approach to underwriting, and encourage agents to contact our underwriting team with information and questions before submitting the application. The more information we know prior to the application submission, the more accurately we can help you quote the appropriate rate class/premium for your client.
- **Personalized Service & Experience.** We have continued to uphold the standard that our agents deserve, including personalized service. This starts when you call us at the home office; you speak to a live receptionist that will direct you to the department qualified to answer your questions. Our entire staff is a knowledgeable experienced team that is here to help you every step of the way.
- **Technological Advancements.** Technology has created a world of webinars, screen shares and telephone conferences, where agents no longer have to meet with clients face-to-face in order to make a sale. We have a secure e-fax, as well as e-applications (for many products), making it easier to submit business.
- **Communication.** Communication is the key in any relationship. We encourage open lines of communication within the company, as well as with our agents. We are here to help each other succeed.

United Security Assurance Company of Pennsylvania has undergone some challenges due to the purchase of certain blocks of LTCi business in 2009-2010 from other carriers. These blocks of business had significantly higher than anticipated claims experience, which caused financial losses. We are confident that we are doing everything possible in order to achieve the stability we have had for a long period of time.

So, why should you write for United Security Assurance Company of Pennsylvania? The reason is because we can issue more of your business. Our underwriting philosophy takes a realistic, lifestyle approach, and we will put dollars back in your pockets, while at the same time offer valuable coverage to your clients. Agents are utilizing United Security Assurance, not because of our ratings, but because we can issue your business and protect your clients. Don't let your clients go unprotected, give them a choice; call us today to see how we can help!

Click on our logo below to learn more about the insurance plans and services we provide.

