
Memo

To: General Agents
From: Charles R. Mankamy, President of General Agents
Jim Savo, FLMI, Vice President of Operations, General Manager
Re: MADP Webinars through TargetLeads

Attention all Agents!

As you're working hard throughout the Annual Election Period, make sure you have plans in place to carry that momentum forward into 2018! The Medicare Advantage Disenrollment Period begins on January 1, and you'll need your pipeline full of quality leads.

One of our approved vendors, TargetLeads, will be presenting informational webinars in the coming weeks to show you how make your marketing budget stretch- and grow! Use the link below to register:

[Fridays at 11am Eastern starting Dec. 8](#)

TargetLeads has been a trusted vendor with United American for more than 20 years, and **in this 30-minute webinar**, they'll demonstrate the power of direct mail leads, and offer practical ideas to make your marketing efforts more effective. And remember, with your United American lead contract, the more business you write with UA, the more lead dollars you can earn to expand your business even further!

Invest in your success! [REGISTER NOW!](#)

United American Agents who have questions can contact Agency Service at 1-800-925-7355 or email agency-service@torchmarkcorp.com.

Globe Life Insurance Company of New York Agents who have questions can contact the Home Office in Syracuse at 315-451-7975 or email GLNYAGENCY@torchmarkcorp.com