



**BlueCross BlueShield
of Illinois**

Shift Your Sales into High Gear ... These 2004 Sales Materials Are Now Available!

- **Medicare Supplement Salespacks and Mailers**
- **Children's Salespacks**
- **Fort Dearborn Life's Annuity, Life Fortifier and Members Life Products**

Nothing's Stopping You Now - - Print or Order These Powerful Sales Tools Today

These are the last tools that you will need to shift your Sales into high gear. The 2004 Medicare Supplement and Children's sales materials are now available on the web at www.bcbsil.com/dmagents for immediate printing or ordering, any time of the day or night. What could be more convenient?

Under-65 Software Has Been Updated but Rates Remain the Same

We have received several inquiries regarding the recent software update. The software was updated because of recent changes to the Select Blue Outline of Coverage. Individual/Family rates have not changed. The new version of the software is 3.2 – 3.4 and may be downloaded or ordered (OB4000) directly from the web site at www.bcbsil.com/dmagents.

Fort Dearborn Life to Utilize a New Trade Name, "Wealth Solutions" For Annuities

Beginning February 2, 2004 Fort Dearborn Life will begin utilizing a new trade name, **Wealth Solutions**, in Illinois, New Mexico and Texas. All annuity marketing and sales literature, applications, contracts and client statements will feature the new trade name that incorporates the Blue Cross and Blue Shield logo. Just a friendly reminder, the Wealth Fortifier 9 series now has a minimum \$100,000 initial deposit.

Beginning January 1, 2004 Fort Dearborn Life will no longer utilize the Blue Cross and Blue Shield logo on Life Fortifier and Members Life marketing and sales literature, including applications, contracts and client statements.

You may order new Fort Dearborn Life marketing materials through the Producer web site at www.bcbsil.com/dmagents. Or, if you prefer, fax us with the standard supply requisition (OB2173). To order by phone call (312) 653-4142. Listen carefully to the instructions and then leave your message. *Be sure to discard any old materials, which you might have on hand.*

Holiday Office Closures

The Blue Cross and Blue Shield offices will be closed for the holidays on: December 24, December 25, and January 1.

Happy Holidays from Direct Markets