

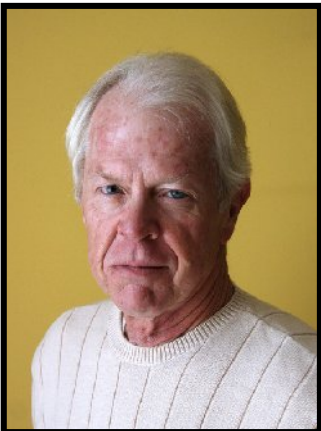
Waterloo Chamber of Commerce Business Spotlight for October 2010

Jack Zimmermann **American Health Insurance Organization**

1060 Lexington Way, Waterloo, WI 53594

OR New Office in the Professional Building, 144 West Madison Street, Waterloo, WI 53594

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Jack Zimmermann opened his business in January of 2006, after a lengthy career in Package Engineering in the Printing & Laminating business. He recognized a need for people to obtain health coverage that takes into consideration both the client's budget and medical needs. His business is strictly Health & Life oriented. He feels that the health insurance business is far too complex to dilute it with other activities.

He offers health coverage through a number of carriers, such as United Health Care, Assurant Health, Humana and Others, including a plan for Guarantee Issue High Risk Limited Benefits.

Because he himself is a senior citizen, his focus is often geared to clients in the 50-65 age group, including offering an excellent Medicare Supplement plan through Physicians Mutual. Clients, especially those of Medicare age, are very confused about Medicare and the legislation surrounding it. Advantage plans are either changing dramatically or being eliminated in Jefferson and Dane County for 2011. He chose Physicians Mutual to represent because of the rate stability and the ability to go to ANY doctor or hospital nationwide, with no referral required.

Two years of Peace Corps volunteer work in East Malaysia, after graduating from UW-Madison, taught Jack the need to help people. This carries over into his work with his clients. He is sympathetic to his clients' needs and is there to help throughout the length of the policy.

He meets clients at their home or over coffee at local restaurants. He also has a new office in the Professional Building at 144 West Madison Street. He believes that his Waterloo clients are his best advertisement and will attest to the excellent job he has done in servicing his clientele.

Next time you have questions or needs regarding health plans or Medicare coverage, please give Jack a call and keep your business local.