

Insurance Marketing Center
6101 Executive Blvd
Rockville, MD 20852
Phone: 301-468-8888
Fax: 301-881-3782
Email: info@imctr.com
Website: www.imctr.com

Volume 8, Issue 1
January 2012

February Submission

Deadline Dates

- Aetna: January 13th
- American General: January 16th
- Anthem: January 12th
- CareFirst: January 9th
- *CareFirst Renewal*: January 10th
- CareFirst February 15th effective: January 27th
- Dominion Dental: January 12th
- Kaiser: January 12th
- Lincoln: January 16th
- UHC: January 12th

March Submission

Deadline Dates

- Aetna: February 10th
- American General: February 14th
- Anthem: February 13th
- CareFirst: February 8th
- *CareFirst Renewal*: February 10th
- CareFirst March 15th effective: February 27th
- Dominion Dental: February 14th
- Kaiser: February 13th
- Lincoln: February 15th
- UHC: February 13th

Visit our website for all IMC case submission & renewal deadlines!

IMC

INSURANCE MARKETING CENTER

“Marketing is Our Middle Name”

“What’s Newsletter”

Employee Navigator

The way we communicate and enroll clients is more automated than ever before.

IMC’s partnership with Employee Navigator will enhance your ability to interact with and service your clients online - at *no cost* to you!

Employee Navigator is our new cloud-based employee benefit website vendor that provides dynamic communication portals for group administrators and employees.

Our new employee benefit websites will equip your group clients with a secure, paperless way to effectively manage their

benefits, communication, and eventually enrollment.

With the ability to custom brand employee portals, your value will be ever-present before your clients.

And, yes, there is an app for that!

Employee Navigator’s innovative iPhone and Droid app provides immediate access to your services, group benefit information, pharmacy locations, and more. This is a must-have in a mobile world!

If you purchase HR360 licenses for your clients through

IMC, you can embed access in their portal.

We’ll even build the websites for you!

Our employee benefit websites will easily become profit centers for your business.

Don’t leave the door open to the competition. Take your business to the next level with Employee Navigator.

Contact Theresa Dunn for more information: Theresa@imctr.com or (240) 207-2728.

HR360: Your Online HR Department

HR360 provides a 360 degree view of human resources and benefit laws on both the state and federal level. Whether your client has 5 or 500 employees, HR360 offers the solutions to challenging compliance questions.

HR360 resources are organized under several sections to best support the diverse needs of your clients including:

- Employee Benefits
- Forms & Policies
- Recruitment & Hiring
- Workplace Safety

- Termination
- Managed by a team of attorneys, HR specialists, editors, and advisers, HR360’s library of online tools will bolster your value proposition and help clients with issues that impact their business.

Through www.imctr.com, you have exclusive access to premium content regarding state employment laws, state continuation, COBRA, and health reform.

Whether you need benefit content, guidelines, or forms, our award-winning HR360

library will provide you with the best information the industry has to offer - 24/7.

It’s like having a mini-HR department at your fingertips!

Provide your clients with the tools and resources to minimize liability while effectively managing their HR needs.

Some of the largest brokers in the country use HR360. Shouldn’t you?

To learn more, please contact Rob Poli for more information: rob@imctr.com or (240) 207-2707.

IMC University

Classes are held in the IMC Conference Center located at: 6101 Executive Blvd., Suite 120, Rockville, MD

Webinars can be enjoyed from your home or office. RSVP early. Don't miss out!

Webinar: Leveraging Self-Funded for Small Group

Jan. 10th 10 AM - 11 AM

Have you explored the savings of self-funded? Rob Poli, IMC's Executive Vice President and COO, will discuss how to leverage self-funding for maximum savings this year.

Webinar: Continuing Education Made Easy

Jan. 12th 10 AM - 11 AM

IMC has made it easy to get affordable CE credits through our new partnership with CEU.com. With a wide variety of classes to choose from, the ability to keep track of earned CE's and to get a great discount, you'll wonder how you ever did without it!

Webinar: HealthConnect 101

Jan. 19th 10 AM - 11 AM

IMC's quoting system is ringing in the new year with a face lift, added features, and more functionalities. The webinar will include a walk through, a new group demo, and plenty of time for questions and answers.

Class: Health Insurance 101

Feb. 9th 10 AM - 12 PM

Are you new to the insurance or hired someone who is? Learn the basics of individual and group health insurance to hit the ground running.

Register for our events on our website: www.imctr.com



January 2012

Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2 <i>IMC Closed</i>	3	4	5	6	7
8	9	10 <i>Self-Funded</i>	11	12 <i>CE Made Easy</i>	13	14
15	16 <i>IMC Closed</i>	17	18	19 <i>HC 101</i>	20	21
22	23	24	25	26	27	28
29	30	31				

February 2012

Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1	2	3	4
5	6	7	8	9 <i>Insurance 101</i>	10	11
12	13	14	15	16	17	18
19	20 <i>IMC Closed</i>	21	22	23	24	25
26	27	28	29			