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August 2017

September Case Submission Deadlines

- Anthem: Aug. 10th
- Argus: Aug. 15th
- CareFirst: Aug. 10th
- CareFirst Renewal: Aug. 10th
- Dominion National: Aug. 15th
- Innovation Health: Aug. 10th
- Kaiser: Aug. 18th
- UHC: Aug. 10th
- United Concordia: Aug. 15th

October Case Submission Deadlines

- Anthem: Sept. 5th
- Argus: Sept. 15th
- CareFirst: Sept. 8th
- CareFirst Renewal: Sept. 8th
- Dominion National: Sept. 15th
- Innovation Health: Sept. 8th
- Kaiser: Sept. 8th
- UHC: Sept. 8th
- United Concordia: Sept. 15th



"Marketing is Our Middle Name"

IMC Newsletter

Introducing United Concordia

IMC is pleased to announce our partnership with United Concordia!

United Concordia offers affordable, easy-to-understand group dental products to keep mouths and budgets healthy.

PPO & Flex Plans

United Concordia's portfolio offers a number of advantages including:

- No waiting periods for basic, major, or ortho services
- Child and adult ortho
- Implants for groups 10+ enrolled

All MD, DC, and VA dental plans include a free Davis Vision rider.

Pain-Free Enrollment

United Concordia makes it easy to write new group dental business. Rate discounts are available for groups with 70% and 90% participation. There are no rate loads for voluntary groups!

No-Cost Enhanced Benefits

Smile for Health-Wellness provides full coverage for periodontal services, including surgical care for people with chronic conditions including:

- Diabetes
- Rheumatoid Arthritis
- Lupus
- Organ Transplant
- Stroke
- Heart Disease

Contact Jennifer Leibowitz at IMC to discuss your next ancillary strategy:
Jen@imctr.com or (240) 207-27214.

An Easy Way to Sell More Individual Policies

Are you tired of typing multiple applications for one customer?

Do you dream of a way to quote and enroll your individuals?

Are you ready to earn great commissions with less hassle?

Then, the IHC Sales Portal is for you!

Through our partnership with IHC, you can simplify and bundle multiple individual products through your online sales portal.

In addition to offering an easy, paper-

free enrollment experience, your online sales portal offers:

- The ability to sell up to 5 policies in one streamlined application
- Having policies electronically delivered to your clients
- Accessing policy information when you need it - no need to call and wait!

Get a jump start on 2018 Open Enrollment! Contact Tina Ladino at IMC to request your online sales link today:
Tina@imctr.com or (240) 207-2721.

IMC University

IMC University will resume in September. Please stay tuned to our weekly email updates for carrier and industry-specific trainings. Visit our website for registration details: www.imctr.com

Webinar: DC Health Link Updates

Date & Time: Tuesday, August 29th - 1 PM to 2 PM EST

Agenda: To be announced. Registration details pending.

Webinar: Sell Back-to Back STM in DC & VA

Date & Time: Thursday, September 7th - 10 AM to 11 AM EST

Agenda: National General MD, DC and VA portfolio, two 3-month term STM in DC and VA, low coinsurance, child only policies, and ease of online quoting, building benefit packages and enrollment.

Event: Kaiser Broker Forum

Dates & Time: Sept. 12th, 13th, and 25th - 8:30 AM to 11 AM

Agenda: New 2018 plans, how to leverage plan changes to grow book of business, commission and bonus plan changes, the regions newest medical centers, and more!

Registration details pending.

August 2017

Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29 DCHL	30	31		

September 2017

Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1	2
3	4 IMC Closed	5	6	7 STM	8	9
10	11	12 KP	13 KP	14	15	16
17	18	19	20	21	22	23
24	25 KP	26	27	28	29	30