

**Insurance Marketing
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Volume 13, Issue 11

November 2017

December Case Submission Deadlines

- Anthem: Nov. 3rd
- CareFirst: Nov. 10th
- CareFirst Renewal:
Nov. 10th
- Dominion National:
Nov. 10th
- Kaiser: Nov. 10th
- Lincoln: Nov. 16th
- MetLife: Nov. 15th
- UHC: Nov. 10th
- United Concordia: Nov. 15th

January Case Submission Deadlines

- Anthem: Dec. 5th
- CareFirst: Dec. 8th
- CareFirst Renewal: Dec. 8th
- Dominion National:
Dec. 15th
- Kaiser: Dec. 8th
- Lincoln: Dec. 15th
- MetLife: Dec. 15th
- UHC: Dec. 8th
- United Concordia: Dec. 15th



"Marketing is Our Middle Name"

I M C N e w s l e t t e r

New Broker Concierge Program Offers Compliance Solutions

IMC and PrimePay are pleased to announce their partnership to provide a single-source compliance and employee management solution.

Streamlined Solution

PrimePay's Broker Concierge program offers a suite of integrated solutions including:

- ERISA & ACA compliance
- HR Advisory
- Time & labor management

The Broker Concierge program can help you increase revenue and win more group business.

ERISA Webinar - *Free 1-Hr CE
Join IMC and PrimePay on Tuesday, Dec. 5th for an overview of ERISA compliance requirements for employers. Topics will include:

- Who is subject to ERISA
- Disclosure and documentation requirements
- Action items & client checklist

Visit www.imctr.com to register.

Need a solution now? Contact Julie Grafé at IMC to get started: Julie@imctr.com or (240) 207-2711.

* 1-hr CE approved in MD & VA

Generate More Revenue with Smarter Benefits

IMC is pleased to announce our partnership with New Benefits to offer packaged benefit solutions for individual and group clients.

One Card Does It All

The IMC PHE Card integrates and streamlines access to benefit packages that offer an array of non-insurance health and lifestyle benefits.

Clients will love how easy it is to enroll in the benefits of their choice through your customized enrollment website!

Top Benefits and Discounts

Your clients will enjoy having access to popular benefits including:

- Teladoc with \$0 consult fee
- Health Advocate Solutions
- ID Monitoring & Protection
- Legal Services
- Pet Care Discounts - and more!

You're Invited: Kickoff Webinars
Register for a kickoff webinar on either Nov. 28th or 30th! During each webinar, we will discuss:

- Benefit package options
- Market-specific selling points
- Revenue opportunities
- Operational support

Visit www.imctr.com to review brochures, register for a webinar, and complete the New Benefits contract today!

IMC University

IMC University trainings are reserved for active and producing IMC brokers. Please visit our website for registration details: www.imctr.com

Webinar: 2018 CareFirst Individual Market Update

- **Date & Time:** Wed., Nov. 15th @ 11 AM EST
- **Agenda:** 2018 product portfolio, key benefits, formulary changes, Blue Rewards program, and more. Presented by CareFirst, hosted by IMC.

Webinars: Smart Benefits for Smart Living

- **Two Sessions:** Tues., Nov. 28th @ 10 AM EST & Thurs., Nov. 30th @ 10 AM EST
- **Agenda:** Health and lifestyle benefit packages, customizable online enrollment platforms, broker commission, revenue opportunities, operational support.

Webinar: ERISA Compliance Overview - *Free 1-HR CE

- **Date & Time:** Tues., Dec. 5th @ 9 AM EST
- **Agenda:** Benefits and employers subject to ERISA, key ERISA disclosure and document requirements, ERISA checklist for clients and prospects.

November 2017

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

December 2017

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