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February 2018

March Case Submission Deadlines:

- Anthem: Feb. 5th
- CareFirst: Feb. 9th
- *CareFirst Renewal*: Feb. 9th
- Companion: Feb. 15th
- Dominion National: Feb. 15th
- Kaiser: Feb. 9th
- Lincoln: Feb. 15th
- MetLife: Feb. 15th
- OptiMed: Feb. 15th
- UHC: Feb. 9th

April Case Submission Deadlines:

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"Marketing is Our Middle Name"

IMC Newsletter

Let Employees Choose the Benefits They Need!

Wouldn't it be nice if employers could cap their benefit spending *and* let their employees choose the benefits they need?

Now you can with Companion Life's Defined Contribution Plan!

Offer It All

Companion's Defined Contribution Plan is an innovative approach to selling Basic Life, Voluntary Life, Short Term Disability, Dental, and Vision Benefits.

How It Works

1. Employers choose a fixed monthly premium allocation.
2. Employers select the products they

want to offer.

3. Employees go online to select and enroll in the benefits they need.

There's **no* participation requirement and rates are guaranteed for 2 years!

You're Invited - Feb. 20th @ 10 AM
Attend our broker webinar on Tuesday, February 20th to learn how easy it is to sell Companion's Defined Contribution Plan!

Need a Solution Today? Call Us!
Contact Jean Smith at IMC for a quote today: Jean@imctr.com or (240) 207-2705.

*Restrictions apply. Please contact IMC for details.

Get to the Heart of Your Sales

February is the perfect time to get to the heart of your clients' bottom line.

A famous song says love can move mountains. But, did you know that selling critical illness plans can move mountains... of bills?

IHC critical illness plans pay a lump-sum cash benefit for qualifying conditions including:

- ♥ Heart attack
- ♥ Coronary bypass
- ♥ Angioplasty

As their trusted advisor, it is up to you to have the heart to talk with your clients about their options before tragedy hits.

The month of February offers a golden opportunity to show some "benefits love" to your clients, lock out the competition, and boost your individual sales.

Win your clients over with IHC!

Contact Tina Ladino at IMC to request your IHC sales link today: Tina@imctr.com or (240) 207-2721.

IMC University

IMC trainings are open to active and producing IMC brokers.

Visit www.imctr.com to register for upcoming events.

Webinar: A Cure for Sluggish Group Ancillary Sales

Date & Time: [Tuesday, February 20th @ 10 AM EST](#)

Agenda: How defined contribution works, fixed employer cost, easy of quoting and enrollment, flexibility for employers and employees, target group size, broker commissions, and more!

February 2018

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

March 2018

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	30	31