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January 2018

February Case Submission Deadlines:

- Anthem: Jan. 5th
- CareFirst: Jan. 9th
- *CareFirst Renewal*: Jan. 10th
- Companion: Jan 15th
- Dominion National: Jan. 15th
- Kaiser: Jan. 10th
- Lincoln: Jan. 15th
- MetLife: Jan. 15th
- OptiMed: Jan. 15th
- UHC: Jan. 10th

March Case Submission Deadlines:

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- *CareFirst Renewal*: Feb. 9th
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- UHC: Feb. 9th



**INSURANCE
MARKETING
CENTER**

"Marketing is Our Middle Name"

IMC Newsletter

Don't Stop the Sale at Open Enrollment

You successfully helped your clients enroll in a bronze or silver ACA plan at a premium that they could afford. But, will they be able to afford the deductible and out of pocket costs?

Don't Fear It, Gap It

The Metal Gap plan is a bundled accident medical expense, critical illness plan with an optional hospital indemnity rider.

Metal Gap provides individuals and families with benefits that help bridge the space between their major medical plan deductible and out-of-pocket costs.

Metal Gap member advantages include:

- Lump-sum benefits paid directly to cli-

ent when a covered accident or illness occurs

- A client may use the payment for medical bills, household expenses, and more.
- Guaranteed issue

Sell Individual Plans All Year Long

Open enrollment may be over, but don't let that slow down your individual sales.

IHC offers a portfolio of solutions to protect your individual clients and their wallet. It's time to get selling!

Contact Tina Ladino at IMC to request your sales link to quote and enroll your clients online: Tina@imctr.com or (240) 207-2721.

Isn't It Time for Something New?

A new year means new opportunities to earn more money through IMC!

IMC's partnership with New Benefits is your secret weapon for more sales, the easy way in 2018.

New Benefits is the leader in non-insured health, personal security, financial, travel and leisure benefits.

IMC and New Benefits have created four packages that include highly-sought after benefits:

- \$0 Teledoc (per visit)
- ID Sanctuary (richer benefits than LifeLock)
- Caregiver Support
- Medical Bill Saver
- Legal Services

Packages start at just \$10 dollars a month and you earn 20% in commission!

Hands-Free Selling

New Benefits will take care of everything from client onboarding, to billing, to ongoing member support.

All you have to do is get your online sales link and watch the commission dollars roll in.

Learn More, Register for Our Webinar

You're invited to join us on Tuesday, Jan 30th at 11 AM to learn how to put New Benefits bundled solutions to work for you.

Ready to get started now? Contact Linda Perkins at IMC for the contracting link: Linda@imctr.com or (240) 207-2709.

IMC University

IMC trainings are open to active and producing IMC brokers.

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

Webinar - New Year, New Advantages: The Easy Way to sell \$0 Teledoc & Other Top Benefit Solutions

Date & Time: Tuesday, Jan. 30th @11 AM EST

Agenda: Products and services, revenue opportunities, seamless back office support, online enrollment, and business management.

Webinar - 2018 Kaiser Group Market Updates

Date & Time: Thursday, Feb. 8th 10 AM EST

Agenda: Group market portfolio, center updates, member advantages, broker commissions, and more!

January 2018

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

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	23	24
25	26	27	28			