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July 2018

August Case Submission Deadlines:

- Anthem: July 2nd
- CareFirst: July 10th
- CareFirst Renewal: July 10th
- Companion: July 16th
- Dominion: July 16th
- Kaiser: July 10th
- Lincoln: July 16th
- MetLife: July 16th
- OptiMed: July 16th
- UHC: July 10th

September Case Submission Deadlines:

- Anthem: August 3rd
- CareFirst: August 10th
- CareFirst Renewal: August 10th
- Companion: August 15th
- Dominion: August 15th
- Kaiser: August 10th
- Lincoln: August 15th
- MetLife: August 15th
- OptiMed: August 15th
- UHC: August 10th



**INSURANCE
MARKETING
CENTER**

"Marketing is Our Middle Name"

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

2019 AHIP Medicare Training Available

If you are planning to sell 2019 Medicare Advantage plans, it's time to complete your AHIP training!

Save on the Cost of Training
According to the AHIP website, the cost of the training is \$175.

Here are two ways that you can reduce the cost of the training:

1. Following contract approval, you can take the AHIP through a participating carrier to receive a discount - OR -
2. Enroll a minimum of five Medi-

care Advantage clients during 2019 Annual Open Enrollment (AEP) and IMC will **reimburse up to \$125** of the cost!

Annual Requirement
The AHIP training is an annual requirement and must be completed prior to selling Medicare Advantage plans.

IMC is Here to Help
Go to www.imctr.com to request contracting and review certification details.

Contact Tina Ladino at IMC for support: Tina@imctr.com or (240) 207-2721.

Global Peace of Mind

If your clients are planning to travel abroad, then you have a great opportunity to make more money now!

IMG travel insurance offers A+ coverage in the event of an unexpected illness or injury while abroad.

A Plan for Every Client
IMG plan options include:

- Short-term & long-term medical
- Trip cancellation
- Medical evacuation
- Adventure travel protection
- Group and student travel

Opportunity, Opportunity
Travel insurance is for everyone! The following are just a few examples of potential sale opportunities:

- Student groups
- Expatriates
- Seniors
- Non-US contractors
- Embassies
- Relatives traveling from their home country

Contact Tina Ladino at IMC for travel benefit and quoting support: Tina@imctr.com or (240) 207-2721.

IMC University

IMC University will resume in September. Please stay tuned to our weekly email updates for training announcements.

July 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				

August 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	