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March 2018

April Case Submission Deadlines:

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

May Case Submission Deadlines:

- Anthem: Apr. 12th
- CareFirst: Apr. 10th
- *CareFirst Renewal*: Apr. 10th
- Companion: Apr. 16th
- Dominion National: Apr. 16th
- Kaiser: Apr. 10th
- Lincoln: Apr. 16th
- MetLife: Apr. 16th
- OptiMed: Apr. 16th
- UHC: Apr. 10th



INSURANCE
MARKETING
CENTER

"Marketing is Our Middle Name"

IMC Newsletter

Seize the IMC Medicare Opportunity

Are you ready to open the door to infinite sales?

Then, it's time for you to catch the senior market wave with IMC!

Top Contracts, Top Commissions

IMC's partnership with a national FMO offers you access to top carrier contracts, extensive sales training and marketing support, leads, and great broker commissions.

Through IMC, you have the opportunity to sell Medicare Advantage plans, Medicare supplement plans, prescription drug plans, and more!

Thousands of Prospects

Did you know that 10,000 seniors

become Medicare-eligible every day?

By selling in the senior market, you are poised for infinite opportunities, expanding your revenue, and generating referrals.

March 22nd Webinar - Register Now

You're invited to attend our senior market webinar on Thursday, March 22nd at 10 AM. During this webinar, we will discuss our partner advantages, contracting and certification requirements, and upcoming carrier trainings.

Visit www.imctr.com to register!

Ready to Get Started?

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

It's Time to Pivot Your STM Sales

Now you can offer your VA and DC clients up to 360 days of continuous coverage with Pivot STM!

Pivot STM allows eligible clients to lock in STM coverage for up to a total of four 90-day policies.

Other advantages include:

- No premium increases between each 90-day policy
- Up to \$1,000,000 in benefits per coverage period.
- Ability to choose any doctor or hospital.

After the initial 90-day enrollment, there are no more applications to complete and no more medical questions to answer!

March 15th Webinar - Register Now

Join us on Thursday, March 15th at 10 AM to learn how to position Pivot STM for your VA and DC clients. Webinar agenda items will include benefit options, online enrollment, and broker commissions.

Visit www.imctr.com to register!

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

IMC University

March 2018

IMC trainings are open to active and producing IMC brokers.

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

Webinar: It's Time to Pivot Your STM Sales

- **Date & Time:** Thursday, March 15th @ 10 AM EST
- **Agenda:** Identifying prospects, how to position Pivot STM, post-enrollment advantages, flexible provider choice, benefit discounts, and more!

Webinar: CareFirst iStore Agent Training

- **Date & Time:** Wednesday, March 21st @ 11 AM EST
- **Agenda:** Quote and enroll your individual clients online, and 2018 updates.

Webinar: The IMC Medicare Opportunity

- **Date & Time:** Thursday, March 22nd @ 10 AM EST
- **Agenda:** Available carrier contracts and products, regional positioning opportunities, certification requirements, and upcoming carrier trainings.

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

April 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 UHC	18	19 CF	20	21
22	23	24	25	26	27	28
29	30					