

**Insurance Marketing Center**  
1101 Wootton Pkwy.  
Suite 820  
Rockville, MD 20852  
Phone: 301-468-8888

Email: [info@imctr.com](mailto:info@imctr.com)  
Website: [www.imctr.com](http://www.imctr.com)

Volume 13, Issue 5  
May 2018

### June Case Submission Deadlines:

- Anthem: May 4th
- CareFirst: May 10th
- CareFirst Renewal: May 10th
- Companion: May 15th
- Dominion: May 15th
- Kaiser: May 10th
- Lincoln: May 15th
- MetLife: May 15th
- OptiMed: May 15th
- UHC: May 10th

### July Case Submission Deadlines:

- Anthem: June 5th
- CareFirst: June 8th
- CareFirst Renewal: June 8th
- Companion: June 15th
- Dominion: June 15th
- Kaiser: June 8th
- Lincoln: June 15th
- MetLife: June 15th
- OptiMed: June 15th
- UHC: June 8th



INSURANCE  
MARKETING  
CENTER

"Marketing is Our Middle Name"

## IMC Newsletter

### The Netflix of Health Care

Can healthcare be just as convenient and affordable as Netflix?

With MedLion Clinic it is!

#### One Text Message Away!

MedLion offers members 24/7 access to their dedicated primary care doctor (PCP).

MedLion PCPs can treat over 1,500 health conditions over the phone or through online video. Even chronic condition care is included!

MedLion advantages include:

- 1:1 relationship with a dedicated PCP

• Labs & test orders + follow up visits

• Text-based consultations and prescription refill requests

• Specialist referrals

#### You Can't Beat the Cost

Offer your clients this solution at only \$10/month through IMC!

Offer your clients savings and convenience with MedLion and IMC!

Contact Rob Poli at IMC for more information: [Rob@imctr.com](mailto:Rob@imctr.com) or (240) 207-2707.

### Stabilize Your Individual Sales with Medicare

While CareFirst has announced it will pay individual broker commissions for 2019, there's no guarantee that your clients will be able to afford the coverage.

How can you add stability to your bottom line? By selling Medicare products through IMC!

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

#### IMC 2019 Broker Incentive

As an IMC broker, you have the opportunity to get **reimbursed up to**

**\$125** for your 2019 AHIP exam!

All it takes is three EASY steps:

**Step 1:** Contract with 2 Medicare Advantage carriers with IMC.

**Step 2:** Process 5 Medicare Advantage enrollments with IMC during the 2019 AEP.

**Step 3:** IMC will mail you a check up to \$125 after confirming that the policies are in-force.

Contact Tina Ladino at IMC learn more about IMC's Medicare opportunity: [Tina@imctr.com](mailto:Tina@imctr.com) or (240) 207-2721.

## IMC University

*May 2018*

IMC trainings are open to active and producing IMC brokers.

Visit [www.imctr.com](http://www.imctr.com) to register for upcoming events.

### Webinar: MedLion - The Netflix of Health Care

- **Date & Time:** Tuesday, May 15th @ 2 PM EST
- **Agenda:** Low-cost monthly subscription, unlimited PCP care, prescription refills, specialist referrals, no cost for dependent children.

### Webinar: Seniors Choice - Group Retiree Medical Coverage

- **Date & Time:** Tuesday, May 31st @ 2 PM EST
- **Agenda:** To be announced.

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*June 2018*

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