

**Insurance Marketing Center**  
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Volume 13, Issue 11  
November 2018

#### December Case Submission

##### Deadlines:

##### • **1/1 SEP Groups:**

Nov. 15th - Dec. 7th

- Anthem: Nov. 5th
- CareFirst: Nov. 5th
- CareFirst Renewal: Nov. 9th
- Companion: Nov. 15th
- Kaiser: Nov. 10th
- Lincoln: Nov. 15th
- MetLife: Nov. 15th
- UHC: Nov. 15th

#### January Case Submission Deadlines:

##### • **1/1 SEP Groups:**

Nov. 15th - Dec. 7th

- Anthem: Dec. 5th
- CareFirst: Dec. 7th
- CareFirst Renewal: Dec. 7th
- Companion: Dec. 14th
- Kaiser: Dec. 7th
- Lincoln: Dec. 14th
- MetLife: Dec. 14th
- UHC: Dec. 7th



"Marketing is Our Middle Name"

## IMC Newsletter

### It's Time to Start Your 1/1 ACA SEP Sales

It's time to turn your hard to sell groups into hard-earned cash!

#### 4th Quarter Sales Opportunity

Starting November 15th, the ACA-mandated special enrollment period (SEP):

- Waives minimum group participation and
- Waives employer contribution requirements.

The ACA SEP is only available for new groups effective 1/1/19. All other carrier enrollment requirements (including waivers) are re-

quired.

#### Submission Deadlines

This window of opportunity is limited so you need to act fast.

- Please submit all SEP groups to [Underwriting@imctr.com](mailto:Underwriting@imctr.com) starting Nov. 15th.
- The last day to submit SEP groups is Dec. 7th.

#### Sales Support Available

Contact our Sales & Marketing Executive, Henry Humm, for support: [Henry@imctr.com](mailto:Henry@imctr.com) or (240) 207-2714.

### Individual Referral Service FAQ

Do you have questions about IMC's individual referral service? We've got answers!

#### What does the IMC Call Center do?

The Center offers personalized service and benefit support for individual medical, short-term medical, and Medicare products.

#### Is IMC competing with brokers for individual business?

No, IMC does not have a direct sales force. The Center offers group brokers the option of getting paid on individual business they would otherwise give away.

**What states are eligible for this service?** MD, DC, VA, KY, IN, and OH.

**Do I have to be licensed in order to refer clients?** No.

#### How do I submit a referral?

Visit our website and click on "IMC Referral Form". Complete the online form on your client's behalf and click the "Submit" button.

#### How do I get credit for a referral?

Complete the "Referring Broker/Agency" field on the referral form.

#### Who can I contact for support?

Tina Ladino at IMC:  
[Tina@imctr.com](mailto:Tina@imctr.com) or (240) 207-2721

## IMC University

IMC events are held in the IMC Conference Center located at:

1101 Wootton Parkway, Suite 820, Rockville, MD 20852

IMC trainings are open to active and producing IMC brokers. Please visit the IMC website to register: [www.imctr.com](http://www.imctr.com)

### Webinar: 2019 CareFirst Group Market

- **Date & Time:** Wednesday, Nov. 14th @ 2 PM EST
- **Agenda:** 2019 product updates, key features, networks, ancillary products, and more!

## November 2018

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

## December 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					