

Insurance Marketing Center
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Volume 13, Issue 10
October 2018

November Case Submission Deadlines:

- Anthem: Oct. 5th
- CareFirst: Oct. 5th
- CareFirst Renewal: Oct. 10th
- Companion: Oct. 15th
- Dominion: Oct. 15th
- Kaiser: Oct. 10th
- Lincoln: Oct. 15th
- MetLife: Oct. 15th
- OptiMed: Oct. 15th
- UHC: Oct. 15th

December Case Submission Deadlines:

• **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



"Marketing is Our Middle Name"

IMC Newsletter

Group Participation Problems? We've Got the Solution!

Remember all of the groups you worked with that failed to meet participation in the past year?

It's time to give them a call!

ACA SEP = Opportunity

Starting November 15th, an ACA-mandated special enrollment period (SEP) will waive minimum participation group requirements.

The Details

- SEP groups are only eligible for a January 1, 2019 effective date.
- Submit SEP groups to IMC between Nov. 15th and Dec. 7th

- All other carrier enrollment requirements (including waivers) are still required.

This window of opportunity is limited so you need to act fast! Please submit all SEP groups starting Nov. 15th.

The ACA SEP is all about opportunities! Start contacting clients today about the ACAP SEP so they don't miss out.

Please contact the IMC Underwriting Department for eligibility and new case submission support: Underwriting@imctr.com

Group Brokers: Get Paid for Individual Referrals

Are you a group broker who gets requests for individual or Medicare insurance? Do you refer those clients elsewhere, but don't get paid for it?

Don't let those sales dollars walk away! Refer them to The IMC Call Center and we will pay you for it!

The IMC Call Center is staffed with licensed call center agents who can assist clients located in MD, DC, VA, KY, IN, and OH.

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

It's as easy as 1-2-3! Here's how it works:

Step One: Use the IMC referral form on our website or request the link from IMC.

Step Two: On your behalf, our licensed agents will work to match your client with the right policy for the best price.

Step Three: We will pay you a percentage of the revenue.

Please Tina Ladino at IMC for more information: 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

PLEASE NOTE THE FOLLOWING CHANGES

Webinar: 2019 CareFirst Individual Market Updates

- **NEW Date & Time:** Wednesday, Oct. 24th @ 2 PM EST
- **Agenda:** 2019 product updates, key features, and member impact.

Webinar: MedPlus and the Growing Senior Market

- **NEW Date & Time:** Thursday, Nov. 1st @ 11 AM EST
- **Agenda:** Senior market overview, identifying opportunities, CareFirst MedPlus plans, and value-adds.

October 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 CareFirst ACA	25	26	27
28	29	30	31			

November 2018

Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1 CareFirst MedPlus	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	