

Insurance Marketing Center
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Volume 13, Issue 9
September 2018

October Case Submission Deadlines:

- Anthem: Sept. 5th
- CareFirst: Sept. 7th
- CareFirst Renewal: Sept. 7th
- Companion: Sept. 17th
- Dominion: Sept. 17th
- Kaiser: Sept. 7th
- Lincoln: Sept. 17th
- MetLife: Sept. 17th
- OptiMed: Sept. 17th
- UHC: Sept. 7th

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



"Marketing is Our Middle Name"

IMC Newsletter

The IMC Call Center: Easy Individual Selling

Do you get requests for individual medical or senior market insurance outside of your key lines of business?

Let the IMC Individual Insurance Call Center take care of those clients for you and we will pay you for it!

Our licensed call center agents offer personalized service, expert benefit support, and ongoing service on your behalf.

We can do it all - from sales through renewals - as instructed by you, our agent partner.

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

Step One: Send your client leads to 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.

For more information, or to start right away, contact Tina Ladino at IMC: Tina@imctr.com or (240) 207-2721.

Group Participation Problem? Here's a Solution!

Did you know that a little-known opportunity to sell more group policies starts in a few weeks?

Something Good from the ACA
It's time to enroll those groups who failed to meet participation requirements in the past! Here are the details:

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

When? Please submit cases to IMC between November 15th and December 7th.

SEP new groups are only eligible for a January 1, 2019 effective date.

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

It's time to turn those hard-to-enroll groups into hard-earned \$\$\$!

Please submit all new group cases to the IMC Underwriting Department: Underwriting@imctr.com

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

Event: Aetna Medicare Sales Training

- **Date & Time:** Tuesday, Sept. 11th @ 10 AM
- **Agenda:** 2019 Medicare Advantage and Prescription Drug Plans, agent resources, and training schedule.

Event: 2019 Anthem Individual & Group Market Updates

- **Date & Time:** Monday, Oct. 8th @ 2 PM
- **Agenda:** 2019 individual market and group market updates, specialty group products, sole proprietor enrollment requirements, online tools and resources.

Webinar: 2019 CareFirst Individual Market Updates

- **Date & Time:** Wednesday, Oct. 17th @ 11 AM EST
- **Agenda:** 2019 product updates, key features, and member impact.

Webinar: 2019 CareFirst Medicare Supplement Plans

- **Date & Time:** Wednesday, Oct. 24th @ 11 AM EST
- **Agenda:** Senior market overview, identifying opportunities, CareFirst MedPlus plans, and value-adds.

September 2018

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

October 2018

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1	2	3	4	5	6
7	8 Anthem	9	10	11	12	13
14	15	16	17 CareFirst IND ACA	18	19	20
21	22	23	24 CareFirst MedPlus	25	26	27
28	29	30	31			