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Volume 14, Issue 2
February 2019

March Case Submission Deadlines:

- Anthem: Feb. 8th
- CareFirst: Feb. 15th
- Dominion: Feb. 15th
- Kaiser: Feb. 15th
- Lincoln: Feb. 15th
- MetLife: Feb. 15th
- OptiMed: Feb. 15th
- UHC: Feb. 15th

April Case Submission Deadlines:

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"Marketing is Our Middle Name"

I M C N e w s l e t t e r

Don't Stop the Sale at Open Enrollment

You successfully helped your clients enroll in a bronze or silver ACA plan at a premium that they could afford. However, will they be able to afford the deductible and out of pocket costs?

Don't Fear It, Gap It

The Metal Gap plan is a bundled accident, medical expense, and critical illness plan with an optional hospital indemnity rider.

Metal Gap provides individuals and families with benefits that help bridge the space between their major medical plan deductible and out-of-pocket costs.

Metal Gap member advantages include:

- Lump-sum benefits paid directly to clients when a covered accident or illness occurs.
- A client may use the payment for medical bills, household expenses, and more.
- Guaranteed issue

Sell Individual Plans All Year Long

Open enrollment may be over, but don't let that slow down your individual sales.

IHC offers a portfolio of solutions to protect your individual clients and their wallet. It's time to get selling!

Contact Tina Ladino at IMC to request your sales link to quote and enroll your clients online: Tina@imctr.com or (240) 207-2721.

New Year, New Benefits

A new year means new opportunities to earn more money through IMC!

New Benefits is your secret weapon for more sales, the easy way, in 2019.

New Benefits is the leader in non-insured health, personal security, financial, travel and leisure benefits.

IMC and New Benefits have created four packages that include highly-sought after benefits:

- Teledoc
- Identity protection
- Caregiver Support
- Medical Bill Saver
- Legal Services

Packages start at just \$10 dollars a month and you earn 20% in commission!

Hands-Free Selling

New Benefits will take care of everything from client onboarding, to billing, to ongoing member support.

All you have to do is get your online sales link and watch the commission dollars roll in.

Ready to get started now? Contact Linda Perkins at IMC for the contracting link: Linda@imctr.com or (240) 207-2709.

IMC University

IMC trainings are open to active and producing IMC brokers.

Please visit www.imctr.com to register for an upcoming event.

Webinar: Creative HRA Strategies

Date & Time: Thursday, February 21st @ 10 AM EST

Agenda: In this presentation we will take a deep dive into the various HRA plan designs, key considerations in funding, reimbursement methods and compliance. These high deductible health plan strategies for cost control, savings, and high level of benefits will be examined through a case study.

February 2019

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 IMC Closed	19	20	21	22	23
24	25	26	27	28		

March 2019

Sun	Mon	Tue	Wed	Thu	Fri	Sat
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