



## It's Time for 2019 Open Enrollment

Advisors and Brokers: As we approach the end of 2018, now is the perfect time to start leveraging your opportunities and take advantage of the 2019 Open Enrollment Period. The group medical market is expanding at an increasing pace, and we are excited to help you grow and develop your personal book of business.

This is an important reminder that during Open Enrollment, the two main rules of group coverage are waived. This means that the employer is NOT responsible for any of the employees' premiums and the customary participation requirement of 75% is also waived.

This gives you an ideal opportunity to make your clients happy by ensuring them a better plan at an affordable rate.

Please do not hesitate to reach out if you have any questions, potential prospects, or are simply looking to diversify your book of business. We are more than happy to help!

Give us a call with any inquiries.

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