MY PLANS | REMINDERS | REVIEWS

AGENT PLANNER 2022



NCC National Contracting Center

MONTHLY CALENDAR

February

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
		1 Contact NCC to speak with a Marketing Specialist about how to create a digital presence	2	3	4	5
6	7 Contact Samantha Reece to create an effective mailer	8	9	10	11	12
13	14 Drop your business cards off to local businesses / ask for referral	15	16	17	18	19
20	21 Call remaining B.O.B. to follow up and ask for referrals	22	23	24	25	26
27	28					

REMINDERS

- This is typically a slow month as sales and clean up are done. This is a great month for evaluations and reviews to make sure 2022 is your best year.
- Great month to work in ENROLLMENT CENTRAL to learn all of its features and to get out of jams while taking applications.
- Order supplies that will be needed during the year.

MONTHLY TRACKER

MONTH : February

Action Steps

- [x] Contact NCC to find out how to implement a digital presence and start creating these new outlets.

  Contact NCC

- [x] Create an effective mailer to mail your local community to raise your brand awareness. For assistance with creating a mailer contact: Samantha Reece at *samantha.reece@nccagent.com* Ph: *865-218-8384*

- [x] Drop your business cards off to local businesses and ask for referrals. The more exposure you receive the more referrals you will get.

- [x] Call your remaining B.O.B to make sure all is fine and ask for ancillary and referrals.

TASK LIST

REVIEW

- Do some market research and make sure that you are selling the best products to sell in your markets.

- Review your market on any 5-star plans and D-SNP plans and get comfortable with the products.

- Do some work on ancillary products. For more details on what is competitive, how to leverage with your current clients, go to NCC's ancillary presentation.

  NCC Ancillary

NOTES