

# Commercial Individual General Agency Contacts for New Agents

If you are not credentialed to market CareFirst Commercial Individual products, please contact a qualified Commercial Individual General Agency from the list below for assistance:

**AP Benefit Advisors, LLC dba IMC**

Rob Poli, Rockville, MD  
301-468-8888  
rob@imctr.com

Trish Strohman, Hunt Valley, MD  
410-771-5500  
tstrohman@crawfordadvisors.com

**Pinion Financial Services, LLC**

Sheila Pinion, Bethesda, MD  
301-652-4000 or 800-296-4427  
sheila@pinionfinancial.com

**Employee Benefits Corporation of America**

Mark Khatib, McLean, VA  
703-760-0707  
mkhatib@ebca.com

**Group Benefit Services**

David Cardwell, Sr., Hunt Valley, MD  
410-832-1300  
dcardwellsr@gbsio.net

**Benefit Indemnity**

Rodger Bayne  
443-275-7400  
Rodger.bayne@benefitindemnity.com

**Kelly & Associates**

Mark Hammett, Sparks, MD  
410-527-3400  
mhammett@kaig.com

**CBIZ—M. T. Donahoe & Associates**

Heather Edwards, Columbia, MD  
800-231-1559  
hedwards@cbiz.com

**BenefitMall**

Tiffany Stiller  
Consumer Products Division, Towson, MD  
817-731-3355  
individualcontracting@benefitmall.com

**Potomac Basin Group**

Laura Chaney, Beltsville, MD  
301-458-2146  
Laura.Chaney@potomacbasin.com

**Corporate Coverage, LLC**

Peter Vinton, Timonium, MD  
410-561-2222

**Other (indicate below)**

Brokerage: \_\_\_\_\_

Contact: \_\_\_\_\_

Phone: \_\_\_\_\_

**Block Transfer**

To process a transfer, we must have a letter from the brokerage firm or broker through whom the business was originally placed. This letter should advise us to transfer a specific block of business to another brokerage firm. The letter must be submitted to us on the letterhead of the agent's former agency

Commissions are paid the same when using a contractor or direct

Print Contracted Broker/ Agency Name: \_\_\_\_\_

