

Internet Phone Script

Hello (clients name)

My name is (_____) and I'm calling you because you requested the information for your life insurance. (no pause) I'm the local underwriter in (city) which I see that's where you put you live correct?

Verify address

Is that a house or an apartment? (if apartment ask for #)

Do you have a spouse or is the information just for you?

My job as your local underwriter is to show you the programs you can qualify for based off your age but most importantly your health.

Do you have to work tomorrow? (if so, "What time do you get home?")

They have me in your area tomorrow (give out 2 different times at least a couple hours apart)

!!!SOLIDIFY!!!

Grab a pen and paper for me so I can give you my info.
Give them (name, car and I give my personal cell)

Would you like to me park in the driveway or street?

Where are the numbers for your address??

IF APARTMENT- Do I buzz in or can I just walk in?

!!!!REBUTTALS!!!!

Them: I have it already

You: I know that's exactly why I'm calling you, I'm a broker and I work with all the A rated companies so we can help you save money on your premium and sometimes get you money back, then continue booking..