Hello \_\_\_\_\_\_\_\_

Hi this is \_\_\_\_\_\_\_ and I am the Senior Care Advocate here in the \_\_\_\_\_\_ area. I know you got a call from my assistant or expecting my callback.

How are you today?

Great. Hey you know what I say \_\_\_\_\_\_, if you woke up you are having a great day already.

Anyhow, I am the Senior Care advisor and like I said you got a call about the brand-new Senior Life Insurance and Final Expense program. And this is the one that is very low-cost, it’s designed for seniors on a fixed income and it covers final expenses, has some home health care benefits and also some free benefits to it as well

It is an absolute wonderful program for seniors. Basically it is designed for people on a very fixed income.

And I’m just calling to schedule that appointment with you as promised.

Basically what I do \_\_\_\_\_\_\_ is real quick just pop by for 15-20 minutes. I am going to go over the program with you. It’s pretty quick and easy. See if we can get you qualified,,,I’m sure you will qualify for some of the free benefits as well.

Are you more of a morning person \_\_\_\_\_\_\_ or an Afternoon person?

Oh OK an afternoon person?

All right great I have \_\_\_\_\_\_\_\_between \_\_\_ and \_\_\_ or \_\_\_ and \_\_\_. Which one of those times is going to work for you?

Oh you cant do tomorrow? OK that no big deal, because I am going to be in your area on \_\_\_\_\_. I’m actually going to be right across the street from you. I can do the same times so which one of those times will work for you?

OK great. Oh, you have life insurance already? Oh perfect. Actually then that’s even better that you have life insurance because what I do Mary is a freee review of your policy. And I am going to tell you something. When I look at that, you are going to learn some stuff that you didn’t know and I’m pretty sure that I can save you some money too. You know no one is against saving money right \_\_\_\_\_?

Perfect. So I look forward to seeing you on Friday and have a wonderful day.

I look forward to meeting you.

**SETTING FOR ANOTHER PERSON**

Hello \_\_\_\_\_

Hi this is \_\_\_\_\_\_\_ and I am the Senior Care Advocate here in the \_\_\_\_\_\_\_ area. I know you got a call from my assistant or expecting a call back from \_\_\_\_\_\_\_\_.

How are you today?

Great. Hey you know what I say \_\_\_\_\_\_\_\_\_ if you woke up you are having a great day already.

Anyhow, I am the Senior Care advisor and like I said you got a call about the brand-new Senior Life Insurance and Final Expense program. And this is the one that is very low-cost, it’s designed for seniors on a fixed income and it covers final expenses, has some home health care benefits and also some free benefits to it as well

It is an absolute wonderful program for seniors. Basically it is designed for people on a very fixed income.

And I’m just calling to schedule that appointment with you as promised.

Basically what \_\_\_\_\_\_\_\_\_\_ will do is real quick just pop by for 15-20 minute. He is going to go over the program with you. It’s pretty quick and easy. He will see if he can get you qualified,,,I’m sure you will qualify for some of the free benefits as well.

Are you more of a morning person \_\_\_\_\_\_ or an Afternoon person?

Oh OK an afternoon person?

All right great I have tomorrow between \_\_\_\_ and\_\_\_\_\_ or \_\_\_\_\_ and \_\_\_\_\_. Which one of those times is going to work for you?

Oh you cant do tomorrow? OK that no big deal, because \_\_\_\_\_\_\_\_\_ is going to be in your area on \_\_\_\_\_\_ as well. He is actually going to be right across the street from you. He can do the same times so which one of those times will work for you?

OK great. Oh, you have life insurance already? Oh perfect. Actually then that’s even better that you have life insurance because what \_\_\_\_\_\_\_\_\_\_ will do \_\_\_\_\_\_\_\_ is provide a free view of your policy. And I am going to tell you something. When he looks at that, you are going to learn some stuff that you didn’t know and I’m pretty sure that he can save you some money too. You know no one is against saving money right Mary?

Perfect. So\_\_\_\_\_\_\_\_ looks forward to seeing you on \_\_\_\_\_\_\_\_\_and have a wonderful day.