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

Hi this is \_\_\_\_\_\_\_\_\_\_ and I am the Senior Care Advocate here in the Jacksonville area.

I know you got a call from my assistant and are expecting my callback.

Anyhow, I am the Senior Care advisor and I am calling about the brand-new State Approved Life Insurance and Final Expense program. This is the one that is very low-cost. It’s designed for seniors, so you can afford it even if you are on a fixed income and covers final expenses. It has some home health care benefits and also some free benefits to it as well. It’s a wonderful program for seniors.

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

Basically what I do is just stop by for 15-20 minutes, and go over your options with you. It’s very quick and easy. We’ll see if we can get you qualified and complete an application.

Would a morning appointment or an afternoon appointment be better for you?

OK great.

All right great I have tomorrow at 9 or 330 or Thursday at 10 or 2 . Which one of those times is going to work for you?

And to minimize the time in your home, may I ask a couple of health questions so Guy is more prepared to quote you the best insurance carrier?

Thank you.

Alright, In the last five years have you been diagnosed as having had a heart attack or stroke ? Any kind of cancer? How about COPD or diabetes?

If yes on diabetes, ask if they are insulin dependent or do they just take the pills.

If yes to cancer, find out what kind and how long ago.

If yes to heart attack, ask how long ago and did they have heart surgery and when.

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 most of the people that I call on already have insurance. What I do is a free policy review, and if I can offer you the same amount of insurance or more than you already have for a lower price…. Well, that would save you some money and help you right???

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

I look forward to meeting you.