

Final Expense Script

Hello _____, this is _____ from senior benefits. How are you doing today? Ok, that's great. I'm calling today to tell you about the new state approved burial insurance plan that has been approved by the state and is available at much lower rates than in the past. Many seniors have qualified and enrolled in this program to cover 100% of their funeral and burial expenses. I'm going to have ___(AGENTS NAME)_____ call you back to let you know which of the special state regulated plans you qualify for, is that ok with you? Ok in order for ___(AGENTS NAME)_____ to provide you with the best information when (He/she) contacts you I will just need to ask a few quick questions. By the way, you sound so young over the phone; may I ask how old are you? (Answer any age, repeat age) 73 really, I thought you were in your 30's because you sound so young.

May I have your first name so our specialist can address you properly? Your first name is? And your last name please? Also, I know your 73 years young, but what is your date of birth? Great! _____, Are you a smoker or non-smoker? The good news is that if you bank locally you could qualify for a discount; do you use a bank at a local or national bank? Were you looking for information for yourself or for you and your spouse? This plan comes in amounts 5, 10, 15 and 20,000 dollars, how much would you like your quote for? If you decided to take a policy who would you make your beneficiary? For security purposes what is your favorite hobby?

Confirm address.

Thank you so much and ___(AGENTS NAME)_____ will contact you about this very soon, have a great day.