

FINAL EXPENSE SCRIPT

Hello_____. This is_____, and I'm calling you back about that postcard you sent in about the Life Insurance Programs for Final Expenses. I'm the advisor that's been assigned to your request and several others in your county. My main job is to get some options together for you, and before I can go to work on your case, I just need to verify what you indicated on the postcard.

You put down your age as _____.

And are you a non-smoker?

Okay, any major health issues I should be aware of like any cancer, heart attack or stroke?

Okay, any diabetes or COPD?

Great, sounds like you will qualify for several of our programs. I've got enough information on my end to go to work on your case. The reason I am calling you is I'm already scheduled to be out in your area on _____. I'll be taking care of several of these requests so I'm not going to have a lot of time, but it only takes about 15 minutes to go over the coverage options with you.

I'd like to try and squeeze you in since I'll be out in your area anyway. What time of day typically

works better for you, morning, afternoon, or evening?

[Schedule]

[Tie Down]