

Hi (Client), My name is Al I'm just getting back to you in regards to the request you sent in for the information on the mortgage protection insurance programs. PAUSE. Phenomenal and (Client) my job as the local field underwriter for (Area) is to sit down with you and go over the health criteria, so we can determine which plan you can qualify for. There is no medical exam, okay? **If they are over 55 ask if they are retired or still currently working before proceeding to the next sentence.** Now (Client) what is a typical work schedule like for you, what time do you (and your wife) usually walk through the door in the evening? Fantastic and now (Client) I will be in your area on Wednesday and Thursday so tomorrow and Thursday, I don't have anything available tomorrow night but I can put you down for 1:15 or 2:45 pm Thursday afternoon. Which of those times is going to work best for you guys? Phenomenal ok (Client) again my name is Al, Al Vom Steeg and I will be the representative coming out to see you it's not going to be someone else coming out okay. Fantastic (Client) I'll see you guys tomorrow at 1:15pm you have a wonderful evening.

- **Always schedule on the 15 1:45 or 2:45 etc. People statistically remember these times better than on the hour or :30.**
- **If the spouse or co-borrower section is left blank ALWAYS ask ,” now (Client) I see you left the spouse or co-borrower section blank is there any girlfriend, boyfriend, fiancé, husband, wife etc. in the home with you?” This will help to identify and eliminate any One-Legged appointments.**
- **When scheduling ALWAYS have a goal. In this script the goal was Thursday @ 2pm. By mentioning Wednesday and Thursday and then telling them Wednesday is full It's building urgency. With a goal of 2pm I only offer 1:45 or 2:15, already knowing by my previous question that they will be home.**

Hey_____, This is Al, give me a call back. My Direct Line is 909-226-0879. Talk to you soon. Bye Bye

I want to think about it

Are you concerned about the monthly payment or if you can qualify?

I already have Insurance.

Perfect, I represent over 30 different carriers, so it's very likely I'll have the most affordable option. I'll be out on Tuesday and Wednesday, which day works better for you.