



In-Field Preparation Assessment

The following questions will assess your readiness for Final Expense field sales. This will help demonstrate that you are prepared to overcome basic objections, properly quote premiums for Transamerica, Mutual of Omaha and Gerber/AIG and will demonstrate your understanding of the YOUR Insurance Group sales process.

In order to complete this assessment...you will need to have the Transamerica and Mutual of Omaha applications.

1) What is the first and most important part of any sale and how much time should you spend at a minimum doing it?

Answer: _____

2) Why is the Full Disclosure important? What is the main purpose of the full Disclosure? Have you memorized the Full Disclosure?

Answer: _____

3) Provide 2 reasons why it's important to find out if someone already has coverage?

Answer: _____

4) Why is the "3 Option Worksheet" closing technique a powerful closing tool?

Answer: _____

5) What are you supposed to say after you have shown your prospect all 3 options on the "3 Option Worksheet"?

Answer: _____

6) What will you do when someone says they cannot afford any of the options shown to them using the "3 Option Worksheet"?

Answer: _____

7) If your client does not have a bank account but uses a Direct Express card, what carrier will you use and why?

Answer: _____

8) Is it a requirement to get a voided check with the application?

Answer: _____

9) Scenario: 80 Year old male, non smoker, had a heart attack 7 years ago and takes Plavix everyday... What carrier are you going to recommend and why?

Answer: _____

10) Scenario: 66 year old female, non smoker, has high blood pressure and takes medication for Bi Polar. Looking for \$10,000 of coverage. What 1 carrier will you recommend and why and what is the premium?

Answer? _____

11) Scenario: 78 year female, non smoker taking simvastatin. No other health challenges. Looking for \$8,500 over coverage. Which 1 Carrier will you recommend, why and what is the premium?

Answer: _____

12) Scenario: 69 year old male, non smoker with diabetes. Takes Metformin and was diagnosed with diabetes at age 48. No other health conditions. Wants \$10,000 of coverage. What 1 carrier will you recommend, why and what is the premium?

Answer: _____

13) Scenario: 55 year old female, smoker with diabetes. Takes Novolog and was diagnosed with diabetes 2 years ago. No other health conditions. Wants \$15,000 of coverage. What 1 carrier will you recommend, why and what is the premium?

Answer: _____

14) Scenario: 65 year old female smoker that was diagnosed with cancer 8 months ago. Looking for \$10,000 of coverage. What 1 carrier will you recommend, why and what is the premium?

Answer: _____

15) Scenario: 64 year old male non smoker. Looking for \$12,500 of coverage. Takes Metoprolol for High Blood Pressure, Takes Simvastatin for Cholesterol and takes Combivent for COPD. What 1 carrier will you recommend, why and what is the premium?

16) What are you going to “say” when someone tells you that they need to “think about it?” Answer:

17) What are you going to “say” when someone tells you that they already have coverage?

Answer: _____

18) What should you ask when someone tells you that they have AARP or New York Life policy?

Answer: _____



19) What should you say if someone tells you they are not comfortable providing you with their bank account information?

Answer: _____

20) Scenario: 48 year old Female non smoker in great health. Has a 10 year term policy for \$250,000 that is ending in less than 2 years. She pays \$70 per month. What is your recommendation?

Answer: _____

21) What are you going to say when you approach a door that has filled out a direct mail lead or has responded to a telephonic call, and they tell you that they “thought you were going to mail them something”?

22) Last Scenario: Complete and forward with this assessment a completed “3 Option Worksheet” (Attached to this email). Use the following scenario: Female, 65, Non Smoker, has no coverage, takes Lisinopril for High Blood Pressure. Let me know which carrier you used.

Please send this back to your manager and schedule a time to review your answers to make sure you are ready to go hit the field!

Preparation is the Key to Success!