

Medicare

I understand that our conversation today was about something else, but I wanted to mention – in addition to Home and Auto insurance, our agency specializes in Medicare. That's something that our agency is really good at.

Are you currently on Medicare?

What provider currently carries your Medicare plan? (Humana, United Healthcare, Aetna, Cigna)

Do you like [Current Provider]?

I'm not sure if you are aware of this, but [Current Provider] just released new plans that have benefits like giving you a grocery card and giving you more dental coverage, all without adding any extra cost to you.

I can set up a brief call with the Medicare specialist in our agency to go over that. Are you available for a call with them this afternoon?

Google Review

Can I ask you for a quick favor?

We are trying to get to [X] 5-star reviews on our Google page and I was hoping you could help us reach our goal.

If I send you a link to our Google page, can you leave us a 5-star review today?

Great! Are you talking on your cell phone right now?

Perfect! I just texted you the link to your phone, can you confirm that it came through?

Wonderful. First click on the link that I sent you, then click on Reviews, and you'll be able to leave us a review right there.

We read these reviews every morning as a team, and it would mean the world to us if you left us a review!

Referral

Are you satisfied with the quality of service that we provided today?

Would you happen to know of anyone that I could give an insurance quote to, and help them the same way that we helped you?

Just so you know, for every person you refer our way who gets an insurance quote from me, I'll be happy to send you a \$10 gift card as a token of appreciation (even if they don't switch their insurance to us).

Do you have any family, friends, or coworkers in mind that you might consider referring to me?