



## Internet Life Lead Phone Script – Virtual Sales

Hi Bob, my name is (your name), and I'm calling in regard to that inquiry you had made online to get information on Life Insurance. I have your date of birth as xx-xx-xxxx and your address as 123 Maple Lane, is that correct? Perfect, the reason for my call is that I'm a licensed broker representing 14+ carriers and assigned to get you this information. What time are you (or you and your spouse if applicable) typically home in the evenings with your feet up? Great, I would like to schedule a phone call with you (both) to go over the information. It will only take me 15 minutes to go over what you qualify for. I have either xxpm or xxpm available this evening, which one works best for you (both)? I'm usually set with a full day of appointments so please give me 15 minutes on both sides of xxpm but I'll do my best to call you on schedule.

Now, I will be calling you from this exact phone number so do me a favor and pick up or they will send someone out to knock on your door! (lol) So that I don't have to take up too much time, if you could have all of your medications out along with any policies currently in force, it will help speed the process up.

### **Most common objections:**

**Can you just send me the quotes?** We don't require any medical exams, so the carriers require that I speak with you (both). Although they don't require you to take any physicals, I still have to determine if you even qualify before I can give you a quote.

**I just want information:** That's exactly what the call is for! It would be very difficult for me to provide you with the proper information unless I understand your needs and concerns. I will explain the plans and coverage and answer any questions you have. Then, you can make an educated decision whether or not you think it makes sense.

**Not interested.** I get it, most people say that because they don't think they can get coverage or afford it. It'll only take me 3-5 minutes to get the information I need to show you what you actually do qualify for.

**Why does my spouse/significant other have to be here?** Great question! If you have been together any length amount of time, then I'm sure you both make important decisions together. Besides, I would assume (their significant others name) will be your beneficiary so it's just as important that they understand the coverage.