Aged Internet Lead Phone Script

Hey (Client Name)?

(Client Name), it's (Your Name) getting back to you about the Life Insurance request you sent in a few weeks ago. It looks like you put _____ as your address and _____ as your date of birth, is that correct?

Okay, perfect. So again, my name is _____. I was just letting you know that we did get your request and that I'm the one assigned to get this out to you and go through a quick eligibility.

Just like I said, it's all non-medical so there is no blood or physical, or anything like that. I just need to check your ID and make sure nobody has you strapped into a hospital bed full-time. It should only take 10-15 minutes.

Now (Client Name), are you still working full-time, or are you retired or disabled? And (Client Name), are you single, married, widowed, or divorced?

Okay (Client Name), so I'm dispatched out to you tomorrow, seeing about 15 other families. I have an opening at _____ or _____, do you have a preference? Perfect, just write me in for _____. Again, my name is _____, and I will see you tomorrow at _____.

MAIN OBJECTIONS:

"I sent that in months ago."

→Yep, we are crazy far behind. Thanks for being so patient. I'm in charge of making sure this gets out to you, and I'm going to be out there tomorrow. Are you still working? (Jump right back into the script)

"I didn't send this in."

→Yeah (Client Name), this was the generic life insurance request you sent in sometime within the last few months. You put _____ as your birthday and _____ as your address. Anyway, I'm the one they've assigned in charge of getting this out to you (Jump right back into the script).

"Oh, I already did that."

→Okay (Client Name), perfect. That will make this way easier for me, so what I'll do is put you down for tomorrow to review and make sure our guys got you set up correctly. It shouldn't even take 5 minutes. Are you still working, or retired or disabled? (Jump right back into the script).