

## ERN Phone Script

Bob, Bob my name is Paul, my name probably won't ring a bell, but I'm giving you a call because you know your brother Bill? The reason of my call is I recently sat down with Bill and his family and helped him with life insurance protection, to make sure when he passes his family is taken care of. And now days there are billions in unpaid death claims, as no one notifies the insurance company. So as an added benefit we put together an emergency response network, to make sure when Bill passes somebody has my offices number and the insurance companies number to notify us. He put you down as someone he trust to notify us. Would you be OK to be responsible to notify us when something happens to Bill?

OK let me know when you're ready and I'll give you the information. My name again is Paul and I am the field underwriter. My phone number is \_\_\_\_\_. The insurance company he has is \_\_\_\_\_. Their phone number is \_\_\_\_\_.

OK so please save that and I told Bob because he is one of my clients I would see if there is anything I can do to be of value to you as Im not a sales rep but field underwrite with 13 carriers and most people are paying more for the life insurance then they need to be, or don't have any and want information on it.

Do you have any life insurance?

-“Yes”- perfect what I can do, as I need to drop off the form with all the information, so you can file. I'll do the same thing I did for Bob and review the policy you have in place and see if we can get the premium lowered or add additional benefits. I'll be dispatched in your area tomorrow and can swing by for about five minutes at either \_\_\_\_\_ or \_\_\_\_\_ what time works better?

-“No” – perfect what I can do, as I need to drop off the form with all the information, so you can file. Ill bring out options just like I did for Bob so you can see what you could qualify for. . I'll be dispatched in your area tomorrow and can swing by for about five minutes at either \_\_\_\_\_ or \_\_\_\_\_ what time is better?

OK perfect. I look forward to meeting you guys tomorrow at\_\_\_\_\_.

Have a great day.