

## Facebook final expense lead script

Hi (prospect name), This is \_\_\_\_\_ I'm getting back to you regarding the post you responded to for information on the **state regulated final expense programs** which covers your burial expenses.

(prospect name), just to authenticate the call you put down your favorite hobby as \_\_\_\_\_. Do you remember that? (wait for a response) Great!

(prospect name), My job as the local field underwriter for \_\_\_\_\_ county is to sit down with you to see what programs you might qualify for.

(prospect name), you put down your date of birth as \_\_\_\_\_ is that correct?

Are you still working or retired? (this will help you determine when to fit them in your schedule)

(prospect name), The company has me scheduled for your area on (day you are in the field) meeting with about 12 other people so I won't have a lot of time but I can squeeze you in between appointments on (day\_\_\_\_\_) I have 10:00 am or 4:00 pm. (use the times that work for you as an agent and Control your schedule)

Which time works best for you?

Ok. I'll put you in down for \_\_\_\_ (day) at \_\_\_\_ (time), because we have full schedule is there any reason why you wouldn't be home at that time and you know for sure works for you? Ok.

\_\_\_\_\_ is there any medical concerns I need to be aware of, like heart issues, diabetes, copd?

Ok. Will be GPS have any issues finding your place?

Ok. (prospect name) can you do me a favor and grab a pen and paper I want to give you some info to jot down....

First, jot my name down \_\_\_\_ and the time I'm going to be at your place which is \_\_\_\_\_ @ \_\_\_\_\_

Do you have a spouse or partner? Can you do me a favor and let them know that what time I'll be dropping by to show you what State Regulated Final Expense programs you qualify for.

Have a great day and I'll see you on \_\_\_\_\_ @ \_\_\_\_\_