



# Brokers Alliance Final Expense

## Sales Training Guide

# Agent Script

Hello, may I speak to \_\_\_\_? Hi, this is (your name) with Final Expense. I am giving you a courtesy call to let you know that I received the card that you mailed back a few weeks ago. The card was informing you that the Government Death Benefit was only \$255, and only if you qualified. I am actually calling to verify all the information you had written down here is correct. You still reside at \_\_\_\_, is that correct? You had written your age as \_\_\_\_ and your spouse's (if applicable) age as \_\_\_\_, is that correct? Great...What I would like to do is get that information that you requested out to you. I was just wondering, would \_\_\_\_ or \_\_\_\_ be better to catch you (or you and your spouse) for 25 - 30 minutes tomorrow? Wonderful, I will make sure that I get that information out to you tomorrow at \_\_\_\_\_. Thanks, have a good day!!

**\*WAIT FOR THE HANG UP\***