Guaranteed Issue Script

YOU SAY:

Hello, my name is *(your name)* with PhoneOps Guaranteed Issue Division. May I speak to *(person's name)*? *(Wait until the person is on the phone).*

YOU SAY:

I sent you an email in regards to Life Insurance earlier today, did you receive that email? *(Wait for a response and move on to one of the Pink Messages, 2nd Pink message is on page 2)*

If email was NOT received, say the following:

Oh, ok. Well I sent an email stating that I received your request online in regards to life insurance protection with pre-existing *(their disease).*

So I'm calling to let you know through our Guaranteed Issue Division, you qualify for this protection.

(You can read the benefits of Guaranteed Issue if the Potential Client is not sure or skeptical. https://www.PhoneOps.com/Guaranteed.pdf)

I can complete the application with you over the phone. Do you have at least 5-10 minutes for completion? *(Wait for a response and move on to one of the Yellow Messages)*

If yes:

You will need to go to: https://www.phoneopsfunding.com/Guaranteed to complete the application with the Potential Client over the phone. Confirm the information that's on the lead prior to completing the app.

If No, Say the following:

Ok, what would be a good day & time I should call back? *(Schedule a day & time, put in your notebook and remember to contact the Potential Client on the scheduled day & time).*

<u>**Guaranteed** Issue Script - Continues</u>

If email was received, say the following:
Awesome, I'm glad you received my email. Guaranteed Issue insurance will protect you and your family in the event something was to happen to you.

Filling out that form was the first step needed for me to contact you. I have your information as *(read to Potential Client the details that's on the lead you purchase making sure everything is correct).*

(You can read the benefits of Guaranteed Issue if the Potential Client is not sure or skeptical. https://www.PhoneOps.com/Guaranteed.pdf)

I can complete the application with you over the phone. Do you have at least 5-10 minutes for completion? *(Wait for a response and move on to one of the Yellow Messages)*

If yes:
You will need to go to: https://www.phoneopsfunding.com/Guaranteed to complete the application with the Potential Client over the phone. Confirm the information that's on the lead prior to completing the app.

If No, Say the following:
Ok, what would be a good day & time I should call back? *(Schedule a day & time, put in your notebook and remember to contact the Potential Client on the scheduled day & time)*

Remember To inform the Potential Client to email you the following documents:

- Driver's License
- Voided Check
- Recent Utility Bill

You will need to upload these documents to the online application for completion.