**Internet Lead Phone Script**

Hello **(prospect name)**, I’m getting back to you regarding the information about the state regulated life insurance programs you requested online.

I just need to verify the information you put down here. Its look like I have your date of birth as \_\_\_\_\_\_\_\_, Is that correct?

Perfect again my name is \_\_\_\_\_\_\_ and I am the underwriter that has been assigned to your case. All of our programs are non-medical so do not require any blood test or physicals. They do just have the underwriter drop off the information and answer any questions you may have.

Now **(prospect name),** Are you still working or retired?

Perfect, I am dispatched to your area over the next two days to get you this information. I do have about ten appointments tomorrow so won’t have a lot of time, but again it does only take about ten minutes to see what you qualify for. Are you more available in the morning or afternoon? How does either \_\_\_\_\_ or \_\_\_\_\_\_\_ work for you?

Great I have you down for \_\_\_\_\_\_\_. And I have your address as \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, Is that correct? **Great** and is there any gates I need to get through? **Perfect**. Now **(prospect name),** can you do me a favor and grab a pen and paper handy so I can give you my information?

First, I’ll have you write down my name which is\_\_\_\_\_\_. Next I’ll have you write down the appointment time which is\_\_\_\_\_\_\_\_. The last thing is my state license number. My license number is **\_\_\_\_\_\_\_** Great I have you down at \_\_\_\_\_\_ if you don’t mind adding that to your calendar, I just added it to mine. I do have a busy day tomorrow so if you can give me about an hour window, I will be there in between \_\_\_ & \_\_\_\_. Does that sound fair? **Great**. I look forward to meeting and helping you at \_(**time**)\_ on **\_\_(day)\_\_.**