

(Use A Proper Introduction, Say Your Name And Your Company Name Immediately)

Hello, May I Speak With Mr. Or Mrs. _____. My Name Is _____.

I'm calling from ABC financial services. I'm calling regarding a free quotation for final expense insurance that we are providing people in your area.

Our plans can save you 15,000 to 50,000 dollars on your funeral expenses and any outstanding debts you may leave behind.

(Since Final Expense Insurance Is Not A Popular Product They May Not Know What Final Expense Is And May Ask...)

“WHAT IS FINAL EXPENSE?” Final Expense is a miniature life insurance policy that covers any outstanding bills and burial expenses that you may leave behind. That way your family doesn't get stuck with the bills.

(At This Point, The Customer May Start To Give Out Objections Or Ask Questions. Rebuttals Come Very Handy, When You Deliver Your Rebuttals, You Have To Sound Very Confident)

The plans are very affordable and we offer the most competitive prices. Even if you have a fixed income we have special pricing that can help.

This will just take a few minutes and can save you thousands of dollars!

Is final expense important to you right now? *(Wait For Answer)*

Closer: What is the best time to have one of our senior reps to give you a call tomorrow?

(Next Order Of Business Is To Start Gathering The Information That You Need In Order To Qualify Them, Now, Keep In Mind That These Is Important Information So You Can Expect The Customer To Bit Hesitant To Give Them Out To You. One Good Advice Is To Sound Casual And To Let Them Know That You Need Those Information In Order For You To Provide Them The Best Quote Or Solution That You Can Offer.)

Just Need To Get Some Basic Information:

1. Verify Name.
2. Husband Age, Wife Age.
3. Do You Smoke, Does Your Wife/husband Smoke?
4. Do You Have Any Serious Medical Conditions?

5. Verify The Address.

(Before You End The Call, Make The Appointment Solid By Reminding Them Of The Company And The Appointment Date And Time. If You Can, Ask Them To Write It Down, This Would Really Help To Make Sure That They Don't Forget It.)

Great, That Is All The Information I Need But Before I Close This Call I Will Leave You With The Company Name Again. Do You Have A Pen & Paper Handy?

If You Liked Our Free Final Expense Telemarketing Script You're Going To Love Our Leads!