

This script is designed for use after you have worked to overcome all objections but still have not been successful in setting the appointment.

SCRIPT

*Just before hanging up say:*

Ok... thank you for your time \_\_\_\_\_ (prospect name), it's great that you care enough to have taken care of this important coverage for your family.

One last question before I let you go. Who else do you know that recently purchased or refinanced a home and needs to be educated about their options to put this important protection in place for their loved ones? Good people like you that want to do the right thing?

Brother, Sister, Children, Etc.?

*(wait for answer)*

Great, well I need to contact them ASAP to go over these programs to make sure they are protected as well.

What is the best contact number for \_\_\_\_\_ (name of person they mentioned)

What is the best contact number for \_\_\_\_\_ (name of person they mentioned)

Etc...

Very good. I will get in touch with them and help educate them on their options so that they don't ever have to worry about their loved ones being without a roof over their heads.