

Live Transfer Script – Marissa Mazziotti

Hi (client name)! This is Marissa. I am the licensed insurance professional assigned to help you with your request.

Now, first thing, have you been looking around for life insurance for a while or is this the first time you have looked around?

Great.

And who would be that person that you would be leaving money to if something happened to you, God forbid?

Great.

Now, do you know the difference between getting a quote for life insurance and actually getting qualified?

.....?.....great. *No matter what they say LOL*

Well lucky you got me on the phone because I am licensed in 40 different states and work with over 40 different carriers. I can do all the shopping around. It is my job to **find** you something that you can qualify for and something that is affordable. If I find something you can't afford, then I haven't done a very good job, would you agree? (they usually laugh). ****builds trust**
Ok great.

So here is how this generally goes: I am going to text you over all my information (or have them write it down if they cant get the text). My department of insurance license number, my ID, a picture of me holding my ID so you know who you are talking to. Then we will go over some pricing and some options for you and I will need some personal information from you as well.

By the end of this call, we will find you coverage and we will submit an entire application to try to get qualified. The approval process takes about a week, sometimes less, and I let you know when everything has gone through.

Is there any reason we can't complete that process right now?

No? SELL IT.

Yes? TRY to rebook for a later time and lock it down!