



11 HOF POWER STATEMENTS * PROTECT 60 Family's Mo!

My kids can pay for my burial expenses.

>>Client NAME<< I can understand that, but even if your kids could come up with \$20 or \$30 grand for your medical and final arrangements. I doubt that's a position you would actually want to leave them in.

All that money that they worked so hard for should be for their family, you know just to come up any extra is a financial burden on them, now >>Client NAME<< this stuff only takes us a couple minutes here, we can make sure we get this wrapped up for you!

>>GO BACK TO PLACE <<

I just wanted to look into it, I'm not sure I need it right now.

>>Client NAME<< I can understand that, but this is actually something you can't just go ahead and buy anyway. You're gonna have to get qualified for it and that's really up to the insurance Carrier.

Now they just have me reaching out to get this information from the people who have it to the people who need it. And we do that by entering your information into the system.

Just to see what's even gonna be available. **>>GO BACK TO PLACE <<**

I need to talk to my wife / husband before I can say yes

>>Client NAME<< I can understand that, but let me ask you a question, if you were to pass away on your way home from work or heading to the store today. Do you think she'd be happy or upset that you had gotten something set up for her?

You just told me you didn't have anything put in place. I think that we can both agree. Accidents happen all the time. And we can't control the future.

So imagine there was a teenager, >>Client NAME<< who was texting and driving and swerved into your lane and ended up hitting and killing you.

How grateful do you think she would be that you went ahead and got this put in place for her? Now

>>Client NAME<< on the worst day of her life, when she's mourning and grieving. Let's make sure she doesn't have any financial burdens to worry about! **>>GO BACK TO PLACE <<**

I don't want to give my routing an account number

>>Client NAME<< I can understand that, the only thing I'd actually be able to do with your routing and account number is just deposit the money into your bank account. Now the debit cards can be the number that you're not gonna want to give out over the phone, so what's the account number?

I don't want to take care of it now.

I can understand that >>Client NAME<< but let me ask you a question.

Is this something that's important to you? Can you see how having Life Insurance would save your family? The headache of having to come up with the immediate money when you pass. I think that we can both agree. Important things shouldn't be put off for tomorrow. Let's make sure that we get this wrapped up for you!

This is not a good time

>>Client NAME<< I can understand that this isn't the most enthusiastic topic to speak about. But I just have an open account here with your name on. It's my job to get this closed out here today. So >>Client NAME<< when you were looking around most recently was this for yourself or for you and a loved one?

I already got that taken care of

No worries >>Client NAME<< I'm actually the underwriting adviser here assigned to your account today, just to make sure that you do have the best policy at the best rate, so who'd you end up going with?

I'm just shopping around

That's awesome >>Client NAME<< glad to see that you're taking the necessary steps to put the protection in place for your family. We actually have access to over 30 different companies here, so we'll definitely be shopping around for you today!

I need to think about it

I can understand that, but since it isn't a matter of whether or not we're going to get the coverage here today, we're going to start off with at least a \$10,000 policy. That way there's at least something putting place for your family and the kids and we can always come back and add on more. >>GO BACK TO PLACE <<

I never filled anything out.

No worries>>Client NAME<< we actually find that family members tend to fill these out for loved ones from time to time. Looks like we have an email of: is that correct?

I'm not interested

No worries, I can understand that it's not the most exciting thing to speak about, but I think we can both agree that isn't an important one looks like we have an email of: is that correct?