*Ring-Ring: [client says Hello & you say] (Their 1st Name), (Wait for Response!)….. This is (Your 1st Name) from the Mortgage Protection Center & I’m calling you regarding this letter you sent us some time ago, & don’t know if you’re going to remember this, but a while back you wanted some info about our programs that pay off your home loan for your family in case of death. Now (Name), does that sound at all familiar to you or do I just sound like a crazy person calling?*

*(If they remember):*

*(if they don’t’ remember): I know I wouldn’t remember it either, but if you can be patient with me & think back to the last time you financed your home. You would have received a ton of offers in the mail regarding paying of your home when you die & it looks like you took the time to fill one out & mail it back in - It looks like you put here in your handwriting that you are Ht., Wt., you (do or don’t smoke), & you’re born in (yr), sound like you?*

*So when you filled out this letter requesting information, were you looking to pay off the home for your family in the event of your death (or) did you have something else in mind? (Wait for Response!).. That makes sense & I can help with that, my role in this is to take about 10/15 minutes to go over how the programs work and make sure that it fits within your budge, but I can’t do it right now and I’m sure that you weren’t standing by the phone waiting for my call right? I thought So…….*

*So that I can better accommodate you, help me understand your schedule - Do you work M-F? About what time do you get home by? Does your spouse get home about the same time?*

*I’m looking at the schedule right now & it looks like I have time \_(Day)\_ either at \_(Time)\_ or \_(Time)\_, which time do you want?............. Awesome I got you down for \_(Day)\_ at \_ (Time)\_ & to give you a heads up on what happens \_(Day)\_ at \_(Time)\_, have you ever heard of Transamerica, Mutual of Omaha or Fidelity?*

*Well here’s how it works, they’ll pay off your home for your family when you die & they don’t make you take a Physical-Exam or give up any DNA to qualify… The only thing they require me to do as a field underwriter, is to go over all the info in person, so that you can validate the form you filled out, & 2nd if you ever decided that you want to apply for the insurance, I’ll be able to let them know that you really are alive & that you’re not on your death bed, does that make sense (Name)?*

*So sometime between (This Time & That Time) I’ll be stopping by your house for 10/15 minutes & it looks like I’m coming to (Confirm Address), is that the correct address that you’re living at? Is your place a house, condo, or apt? I drive a (Color & Make), so you see me driving up & down the street looking lost, you know it’s me. The only thing that I ask, because I travel so much, is that both you and your (Spouse) are both there when I get there (Day, between This Time & That Time), sound fair?...…*

*Oh… Real quick, this will make this go by so much faster for you. Is there anything I need to be aware of when it comes to health… Anything major like Heart Attack, Stroke, Mini Stroke, Cancer, or Hepatitis for either of you? Are either of you on any prescribed medication from the doctor? Lastly, any overnight stays in the hospital or surgeries that I need to be aware of for either of you?......... Perfect.*

*Lastly, the only thing that I ask, is that you don’t forget about me ok, and I will be there (Day, between This Time & That Time), – sound fair?......... Awesome, I’m looking forward to helping both of you, find something that can make a difference, and that’s affordable – Have a great day and I’ll be seeing both of you soon!*