#1 Best Life Script  
Perfected by a Top 1% Producer

**George**?

**Hey George** this is Alex, I’m just calling you back regarding a request we got from you for Life Insurance, does that ring a bell?

Just want to confirm you put your birthday as 10/19/1942 and I have an address here, it could be an old address or it could be current of 333 Anywhere Ave, is that current?

[If it’s not current: “Ok no problem, what’s the correct address?”]

Perfect.

George, are you still working or retired? “(Retired)”

Okay great, I’m not gonna keep you on the phone long, they have me out in your area tomorrow. I just need to verify your prescription medications and ask you a few medical questions to see what you qualify for and then I’ll be on my way.

Now I am really busy tomorrow but I could squeeze you in for about 15 minutes between 12 and 1 or between 3 and 4 tomorrow which time would work best for you?

“(3pm)”

Perfect.

Before I get you off the phone is that a home or an apartment?

Are there any gate codes or is it a gated community where I would need you to buzz me in or can I just walk straight up to your door?

Do you have any large cats or dogs that I may need to run from...?

Alright, sounds good.

Could you just grab a pen and paper so you can take down my name and the time of our appointment tomorrow?

Repeat time and date...

Great. Again, my name is Brittany. I look forward to helping you tomorrow. Have a great rest of the day.