

Dr. Troy Clark's

FINAL EXPENSE Life Insurance
SALES PRESENTATION ©

Appointment Setting Script / Appointment Chart

Sample

www.FinalExpenseSuccess.com ©

*** Table of Contents reflect ACTUAL Appointment Setting Sales Script – not this sample.**

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Other publications by Dr. Troy G. Clark at www.troyclark.net

TABLE OF CONTENTS

Final Expense Selling Pointers	4
Selling Techniques To Avoid	5
Appointment Setting Script	6
Appointment Chart	7
Spike Questions	8
More Publications	9

Appointment Setting Phone Script

Hi, (Customer First Name)!

This is (Agent Name)'s office with (Company Name). The reason for my call is..... The advertisement briefly mentioned about plans you might qualify for....I just wanted to call and verify the information here you have given us. Our records indicate...

ETC.

(Customer Name), we do have that information available for you this week. This is a state regulated program in the state of (Customer State) with immediate benefits. Since there is no physical exam...

ETC.

What would work better for you, mornings or afternoons? Is (time) o'clock ok?...

ETC.

Thank you (Customer Name). Have a blessed day. Bye.

**Optional :* (Agent Name) will have your.....

ETC.

APPOINTMENT CHART

**Write down customer last name in the appropriate one-hour time slot, as indicated from a conversation with a customer during the agent "Appointment Setting Script".*

	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
9:00							
10:00							
11:00							
12:00							

ETC.

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