

REBUTTALS FOR OLDER LEADS

- I'm not interested
 - I understand, well has something changed to make you no longer interested, like have you won the lottery?
 - Has someone already seen you and given you a high rate?
 - Okay, well we've been able to help lot of clients find a lower rate that are on a fixed income.
 - Are you no longer concerned about protecting your family in the event of your death!?(PROCEED TO SCRIPT WORKING/RETIRED...)
- I don't qualify?
 - We've been able to help a lot of clients that have a pre-existing condition. (PROCEED TO SCRIPT)
- I already have a policy
 - Ok, perfect so my job is just to make sure that that's updated in the system b/c it's not showing on your account, that way you can stop getting these calls. (PROCEED TO SRIPT)
- I already have an agent or appointment schedule.
 - Appointment- OK well when are they coming out? I'm sure you send in multiple forms to get the best value for your family correct? Okay perfect, so you can meet with us both and compare to see who's offering you the better rate. (PROCEED TO SCRIPT)
 - Agent- (If it's an FFL agent, I advised client they're in good hands, if not, I book appointment like we just need to update system with that policy that you already have in place.) (PROCEED TO SCRIPT).