



Hi *[FirstName]*, my name is *[FirstName]* _____ *[LastName]* _____
with *[BusinessName]* _____ here in _____ county.
I'm calling because you filled out a request in the mail saying you're looking
for answers to questions about turning 65 and enrolling in Medicare.
Understanding new benefit options can be overwhelming. We get more than
_____ requests in your area every month.

*Note: Some lead vendors give you a date, hint or hobby. Refer to that
if possible*

*And just to authenticate the call can you confirm your birthday is
_____, is that correct?*

I'm a licensed insurance agent and it's my job to gather some information so
that we can figure out which of our plans are available and best fit your
needs.

That being said, let's dive right in!

Let me ask you a few questions; it will only take about 3 to 4 minutes tops.

Some of our plans offer a discount if someone else resides with you. Does
anyone else live in the home with you?

Federal and state privacy and telemarketing laws continue to remain in effect. Outbound calls or texts must comply with federal, state and local restrictions and guidelines. Calls and texts are prohibited to any numbers on state and federal do-not-call lists, and telemarketers must record, maintain and honor internal do-not-call lists. The use of auto-dialers to call or text must be limited to recipients who provided express written consent to be contacted about the products. Telemarketers are not allowed to make unsolicited calls to any person under a declared state of emergency. Callers must disclose the identity of the seller, inform that the purpose is to sell goods or services, and explain the nature of the goods or services being offered.

Ok, great!

And what about if we can help you lower your prescription drug costs, would you be interested in that?

[Go into a standard sales presentation based upon application and underwriting process/questions. If you need a basic Medicare Supplement sales presentation work with your Marketer.]

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