

## MEDICARE SUPPLEMENT TELEPHONE SCRIPT

Hi,\_\_(prospects name)\_\_\_\_\_, this is Dee over here at Chris Westfall's office of Senior Insurance Solutions. Chris, asked me to give you a call today. You still live at \_\_\_\_\_, correct?

And,\_(prospects name\_\_\_\_\_ you're still on Medicare and have a Medicare Supplement, as well? Is that right? Great!

Well, the reason for my call today is that we were sent your name as a Medicare recipient. And, with all the recent changes in Medicare and Medicare supplements, Chris needs to make you aware of the new changes with Supplemental benefits that have taken place, after the first of the year for folks on Medicare, which can provide you with much lower monthly premiums, ...now approved for folks here in \_\_\_\_\_(State you are calling).

Many of our Medicare members that Chris has already spoken with,... have already been able to save as much as \$50 to \$100 a month with these "new cost savings plans" once Chris talked with them. And,...in today's economy that is a savings everyone needs to be aware of "now"!

Chris is talking with many seniors right in your area this \_\_\_\_week\_\_\_\_ (or next few days, whichever is works best). Chris wants to also give you a call and go over these new changes with you. He only needs a few minutes of your time to explain the new benefits,... so that you are kept up-to-date on all the recent supplement changes. He can call you \_\_\_\_ (Prospect Name)\_\_\_\_\_, in the mornings, afternoons or early evenings. Which of these times is best for you? Okay! Mornings? Great! (Whichever time they select,...then, ...narrow it down to half- hour time-frame). How about between 9:00-9:30AM? That's best time for you? Perfect!

Chris will definitely be calling you on \_\_\_\_Day\_\_\_\_\_ at \_\_\_\_Time\_\_\_\_\_ to go over these newest benefits changes with you. He keeps a v schedule, so please mark your calendar as a reminder.

Thank you \_\_\_\_Prospects Name\_\_\_\_\_. Again, my name is \_\_\_\_(Assistant's Name)\_\_\_\_\_. It was a such pleasure talking with you today. Thank you so much for taking my call. I will tell Chris that I spoke with you and you are expecting him to call you this coming \_\_\_\_Day\_\_\_\_Time\_\_\_\_\_. Now,...Did you write down his name and the time he will be calling you? Please do that. He keeps a very busy schedule, so please mark your calendar, as a reminder. This is one call that you can't afford to miss. (Go over name,day & time again with them).

Have A Blessed Day! (.....or can say Have A Wonderful Day)