

Medicare Supplement Script 9 29 2012.txt

*****ALWAYS BE POLITE!*****

Hi, @Customer.first_name@ @Customer.last_name@

My name is @Agent.full_name@ and I'm calling on behalf of _____ and he would like to give you quick 5 minute call in the next few days regarding free information about Medicare Supplement plans that could help you save money each month . _____ would like to know if he could call you back in the morning, afternoon or evening.

Now @Customer.first_name@ @Customer.last_name@, for quality assurance purposes and so that I dont forget to write something down the remainder of this call is being recorded _____ appreciates you giving him a chance to call you back and help you learn more about the Medicare Supplement plans that are available to you, this will just take a moment.

I just need to ask you a couple quick questions before I let you go.

Now you do have Medicare Parts A and B, correct?

Are you on Medicaid? (If yes, they are all set and do not need a Medicare Supplement)

Do you have retirement benefits FROM A JOB YOU RETIRED FROM WHERE THEY PAY For YOUR Medicare Supplement? (if yes, they are all set and dont need agent to call them back)

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**Now @Customer.first_name@ @Customer.last_name@,
if you do not mind my asking, who is your present medicare
supplement company? And When did you start your pilicy?
(Humana, Coventry or Care Improvement is Medicare Advantage
and do not qualify)**

May I ask your age? _____ (must be at least 65)

**And once again @Customer.first_name@ @Customer.last_name@, is
you do not mind my asking, about how much are you having to pay
for your current plan each month?**

**Great, @Customer.first_name@ @Customer.last_name@ ,
And the best number to reach you at is @Customer.number1@?**

**And you do underatnd that _____ is calling you back to assist
you with free
information about**

Medicare Supplement plans

**Great! Please expect a call back from _____ within the next
couple of days. thank**

you so much and have a great day