



Medicare Supplement Script

Hi this is _____ from over here at _____(Agent)____ office _(Agent)____ and I were just talking about you and he asked me to give you a call as he thinks he has some good news for you. Are you still at _____(Address)_____ OK great

I am sure you are aware of all of the recent changes with Medicare, based on these new changes there have been new medicare supplement plans with much lower premiums now approved here in _(state)____. Many medicare members have already taken advantage of these new cost saving plans. The new plans are available to you to enroll in right now.

Now _____(Agent)_ would like to get this information to you so you will be properly informed and up to date on all of the recent medicare supplement changes.

Now, _(Agent)_____ will be spending time with many seniors right in your neighborhood this week and would like to call and go over the new benefit changes with you. _(agent)____ has some time available on ___ day at _____ time or ___ day at _____ time which would work out for you?

Ok Great

I need to ask just a few quick questions to make sure _____ can give you the best quoting information

1. Is this for you or you and your spouse
2. What is your spouses name
3. What is your age? Spouses age?
4. Do you use tobacco of any sort? How about your spouse?
5. Do you have a savings and/or checking account?
6. What is your favorite hobby?

Ok real quick just to confirm you are wanting a call back from _____(Agent)_ the licensed Insurance agent here at the office to provide you with additional information and a free Quote for the new medicare supplemental plan just approved here in _____(State)____. Now _____(prospect name)____, _____(agent)_____ is very busy during this open enrollment period so please mark this on your calendar and make sure you don't miss his call at this time.

Thanks for your time have a blessed day!!!