**Facebook Final Expense Phone Script**

LEAD NAME? Hi Name, This is UR NAME I’m just quickly getting back to you about the information you requested on the State Regulated Life Insurance Program for burial and final expenses.

The reason for me reaching out today is I just want to confirm the information you provided so I can begin to work up the right options for you, you put your date of birth as day/month/year? and you’re over on (their address) correct? You put your hobby as \_\_\_\_? Ok, Great

And when you took the time to fill out the form on Facebook, what was your biggest concern? Was it just not to leave behind a burden on your family? (LET THEM TALK)

Well (client name) My job is real simple. I’m a field underwriter and it’s my job to just get the information out to you.

Are you currently working, retired or disabled?

Are your married, single or widowed?

What time are you typically in the door from work? Spouse?

They have me out in (their county) over the next few days helping families.

I won’t have a lot of time, it just takes me about 15 minutes to show you the coverage you qualify for. I can come by to go over the information on (offer day 1 &time) or (offer day 2 & time) what’s better for you?

Ok, great.

I’m going to give you a confirmation code for the appointment, let me know when you’re ready: the confirmation code is FFL29

Again, my first name is NAME and my last name is NAME if you could go ahead and write down I have you in on (date & time) and please be sure to let your spouse know as it’s important that you’re both there.

I do kindly ask you for about a half hour window just incase the person before you has a few extra questions.

Before I let you go I just want to confirm, I have you here at (their address).

I am bad with directions, Will the gps bring me right there?

What color is the house on the outside?

Does the doorbell work or should I give a knock on the front door?

Is there street parking or park in the driveway?

It was nice speaking with you (client name) I look forward to meeting with you this (day @ time) enjoy your day/evening!