



“No thanks, you’re the 5th agent to call me.”

PROSPECT: “No thanks, you’re the 5th agent to call me.”

ADVISOR: “Oh my gosh! I’m lucky number 5?! Ha! Seriously, that can be frustrating... the good news is you have ME today! What companies have you been talking to?”

PROSPECT: “Ugh, so many... XYZ company, ABC company and I don’t remember the other ones off the top of my head.”

ADVISOR: “I hear you there, it can be overwhelming. Well, like I said the good news is you have me and most people remember me because I’m the one that is excited about getting you great rates and the best coverage! Are you still driving that 2017 Acura RDX?”

PROSPECT: “Yes.”

ADVISOR: “Awesome, well it sounds like it makes sense to have me help you unravel all of this and get you the best rate and best coverage and I can do this really quick for you. Looks like you did an amazing job of filling out all of this information. Now, do you own or rent your home?”

PROSPECT: “I own it.”

*Continue to confirm details and quote