ASR PHONE SCRIPT

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Hey, NAME...?

Hey NAME, this is (MY NAME). I'm calling about an exclusive program (CLIENT NAME) invited you into. Did they let you know I'd be giving you a call? If they say no, "Holy smokes! They didn't send a text at all about what I did for them? They filled out a form to get protection for their family and were only able to invite up to 5 people. They totally hooked you up. You were one of the 5 that they wanted to make sure would be protected."

If they say yes, "OK awesome, what did they tell you?"

OK great well they totally hooked you up. I can't make promises to everyone that I can help them out and get them approved, but what we do is put packages together for families like college funding, mortgage protection, final expense protection... (whatever you're most passionate about). I'll do my best to help you out like I helped them. I'm not sure which one of those would make the most sense for you, but we'll go over those when we get together to see which would be most beneficial to you, if we can get you approved. I have a ____ or ____ on Tuesday available. Which time would work better for you?

Casual tie down for in person, zoom, etc.

(Track the objection every time we do not set the appointment)