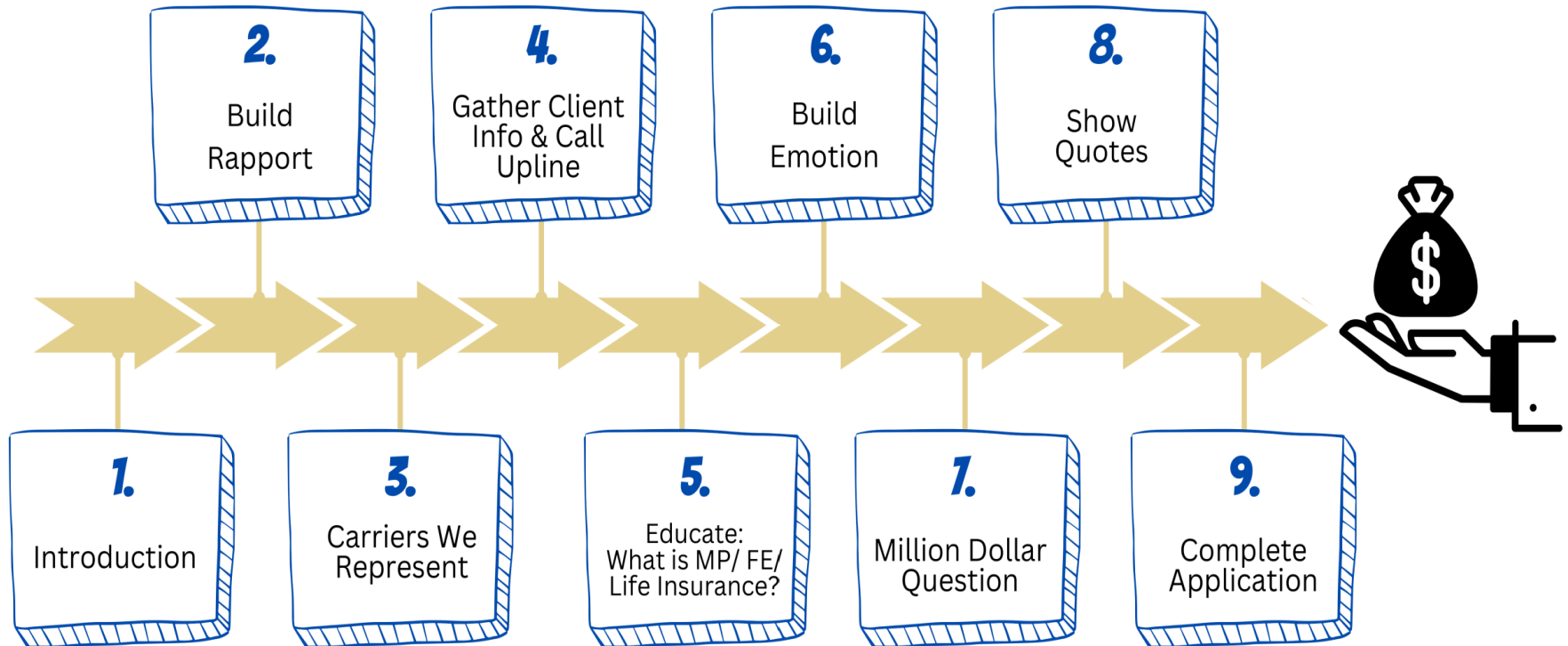


VIRTUAL PRESENTATION FLOW





**WE ARE A NATIONAL AGENCY THAT PROVIDES
MORTGAGE PROTECTION, FINAL EXPENSE,
LIFE INSURANCE, MEDICARE AND
RETIREMENT PROTECTION TO OUR CLIENTS.**

Build Rapport



- Learn about your client: Take your time and show genuine interest
- Questions to ask:
 - Where are you from?
 - How did you move from Point A to Point B?
 - What was it like growing up in Point A?
 - How did you both meet each other?
 - How long have you been married?
 - Who chased who?
 - What do you do for work? What does that mean? How long?
 - Family? (Kids, grandchildren, etc) Where do they live?

Carriers We Represent



- At the beginning, you text them this page for Credentials once you had them on video.
- You can reference this page when talking about carriers.



Mortgage Protection/
Life Insurance



Retirement Planning/
Protection



Medicare/ Advantage
Supplements



Debt Relief



General Lines Agent
Life, Accident, Health and P&O
GEORGE W ANDERSHOCK
121 E QUAMASIA AVE APT 240
MCALLEN, TX 78504-2631

is authorized to transact business as described above
License No. 2161108 Issue Date: 12-14-2016 Expiration Date: 11-28-2020
Renewal by: None 21/09/2020



Get Client Info & Call Upline for Quotes



- Ask 5 Questions
 - Age & Date of Birth
 - Height & Weight
 - Tobacco Status
 - Medications Now & past (as far back as they can remember)
 - Operations, procedures, health conditions now & past (as far back as they can remember)
- Call Upline for Quotes.

Educate: What Is Final Expense?



- A funeral and all its expenses can easily total over \$20,000.
- Final expense coverage eases the financial burden placed on loved ones after the death of a family member.
- The coverage is permanent.
- If you qualify, your rate never increases and your benefits never decrease.
- A lot of families use Final Expense for social security income replacement.
- It has a cash accumulating account that can temporarily cover missed payments.

Educate: What is Mortgage Protection?



- Helps pay off your mortgage when you die
 - You choose the beneficiary
 - Portable – follows YOU, not your mortgage
 - Coverage and Payment Amounts stay the same
- The Split Plan
 - Covering ½ of the Balance with Full Coverage & the other ½ with Accidental Death Coverage
- Mortgage Payment Protection
 - Can cover 6, 12, or 24 months or more of mortgage payments
 - Provides time and could earn more equity in the home
- Disability
 - Unable to work – helps pay some of your mortgage payment

Have Quotes before moving to Building Emotion



- Call your upline back for the quotes before moving to the part of Building Emotion.

Build The Emotion



- Watch GShock's video and do what he does to build the emotion
- Ask questions about what their life will be like when they pass away
- Paint the picture of Reality for them. Be specific with questions.
- Mortgage Protection
 - What does life look like for you when your spouse passes away? (Use their name)
 - What does tough look like for you?
 - How will you pay for the mortgage and other bills? (List names of bills)
 - Where will you move? Who will you live with? Will kids change schools? How will they feel?
 - Who will move in with you? Do you want that? Is there room for everyone?
 - Will you get a second job? What kind of job will that be? Who will watch kids while you are working?
- Final Expense
 - What does life look like for you when your spouse passes away? (Use their name)
 - Who will pay for your Funeral when you pass away?
 - Do you have \$20,000 laying around to cover the funeral?
 - Where will you get the money from?
 - Who will you borrow from? Will you use credit cards? Go fund me? BBQ plates?
 - Do you to do that?
 - How does that make you feel?

Million Dollar Question



- Do you agree with me that TODAY some kind of coverage is better than no coverage at all?

Show Quotes



Option 1

Option 2

Option 3

	Option 1	Option 2	Option 3
Benefits			
Monthly Payment			

- Which one of these do you want to get approved for today?

Complete Application



- Complete and Submit application to Carrier