

Hi “Client’s name.”

This is “Agents name” from the (Senior or Family) benefits center, I’m getting back to you in reference to the text message I sent about the post you responded to on Facebook on the new state regulated life insurance program the one that had the big American Flag. Just so you know I’m not a sales person or a telemarketer they gave me a code word for you and its your favorite hobby (e.g. fishing) correct? and your age is (e.g. 61) is that also correct?

Ok. My job is very simply I’m just the field underwriter assigned to get the information out to you, you don’t do anything financial with me okay? Ok. Were you looking into getting the coverage for you, or was that for a loved one as well? Are you working or are you retired?

(If working what time do you normally get home from work? *Book appointment time slot*) (If retired ask is there any reason you wouldn’t be home around x time on x day?)

Ok I’ll be in your area over the next couple of days and it take only 10-15 mins for me to explain the programs that you might qualify for. What would be a good time for you tomorrow, morning, afternoon, of evening? *Afternoon great what time works best, we have 12:30, 1:30, or 3pm? 1:30 perfect* I have your address as is that right? (If an apartment ask for the building number or letter). *Great.* I will be wearing a mask when I arrive. Just one more quick question...As anyone in your household have any symptoms to the virus? Ok

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