

**Sample Basic Fronter Script**

**(F1)** Hello, this is Jason on a recorded line, how are you doing today?

**(F2)** Good Morning - this is Jason on a recorded line, how are you doing today?

**(F3)** Good Afternoon - this is Jason on a recorded line, how are you doing today?

**(F4)** Good Evening - this is Jason on a recorded line, how are you doing today?

**(F5)** I am calling in regard to the form that you had filled out online in regard to the Life insurance Final Expense plans.

 What is this about? I don’t remember filling out any form.

**(F6)** Oh no problem, I don’t remember what I did yesterday sometimes, but yes – I got your information because you had filled a form out online probably like on facebook or from an ad you had seen – but no worries!

 I don’t have time right now, could you call me back later?

**(F7)** Absolutely! When would be a better time for me to call you back?

**(F8)** The great thing is that currently they do not require any type of physical exams or in home checkups – we actually have a licensed agent who can qualify you right over the phone.

**(F9)** I have your name as: (Say Customer Name)

**(F10)** And if I may ask how old you are as of today please?

**(F11)** And your date of birth please.

**(F12)** Thank you for that. Now, if we are able to get you approved for one of these plans (And just so you know, we can cover just about anyone) – would you be interested in 10k, 20k, 30k, or 40k worth of coverage?

 I want more than that

 **(Shift F2)** Oh perfect – we will definitely try to get you as much as you qualify for… those are just our basic introduction face amounts.

**Shift (F1)** That’s a great choice - And who would you want as your beneficiary or who would you want these funds to go to?

**(Shift F3)** Im required to ask in the last two years have you had any major health issues such as Heart, Brain, Kidneys, Alzheimers, COPD, Stroke – anything such as those?

 (No, I’m in Perfect Health)

**(Shift F4)** That’s wonderful!!! Good for you….. Well, give me one moment. If you’ll hold the line I am going to connect you to the next available agent. Just give me a moment when we connect and I will introduce you to the agent.

Free Speak While Holding:

**(Shift F5)** Do you have any plans for the rest of the day?

**(Shift F6)** How about for the weekend – any plans for then?

**(Shift F7)** Oh wonderful – what are your hobbies, what do you like to do for fun?

**(Shift F8) Perfect, I love music myself. I play the drums for fun and in a small band. I’m also into sports. I enjoy football, basketball, and baseball.**

**(Shift F9) Thank you for waiting so patiently, it should be any time now that an agent comes available. I know they are very busy this time of year trying to help their clients get the coverage they need.**