



# Nick Burns Script

Sorry I power dialed you. I didn't want you to think I am a telemarketer.

Hi (client name), It is (your name), how are you?

Listen my name is not going to ring a bell. The reason I am calling you, (client name) is because I sent you a letter through the mail - you probably received a bunch of them. The letter talked about options to protect your mortgage you have with (company name). If you passed away it would pay off the mortgage or if you got sick and couldn't work, it would pay your mortgage payments.

And (client name) you were kind enough to get back to us requesting some information, do you remember that?

The reason I am calling, is that my job is the Field Underwriter assigned to your case. My job is to go over all the options available to you over the phone.

I see or don't see a co borrow, are you married?

Are you still at work right now? What time do you/both of you usually get home?

I have time today at \_\_ or \_\_, which time works best for you? When I call you at \_\_. I am going to send you an email with my state credentials for the state of \_\_\_\_\_. So you can see who I am.

What is the best email for you?

Just to be clear, what this is, if you were to pass away it would pay off your mortgage, or if you got sick and couldn't work, it would pay your mortgage payments. This is my number, I look forward to speaking with you!