

MEDICARE SUPPLEMENT SCRIPT

This is Mike and I'm calling on behalf of Senior Solutions,

John this will be real quick regarding the recent rate changes in Medicare plans and the reason for this call is that you already have Medicare Supplement, correct?

Great! We want to make sure that you are not affected by these recent rate increases, so approximately how much are you paying for your Medicare Supplement Insurance?

(If NO, ask an approximate amount.)

I'm pretty sure that you are paying more than \$100 per month out of your pocket, correct?

(IF THEY HAVE NO IDEA, say, That's ok!)

And, which insurance company your coverage is with for your supplement?

Perfect! Now, our Medicare Supplement Specialist will call you back in the next day or two to make sure you are not overpaying for your supplement.

Would morning or afternoon be better for you?

Great! You understand that this call is regarding your Medicare supplement plan and the Medicare supplement specialist will call you back to provide all the details and answer any questions you may have.

Do you have any questions for me before we end this call?

Thank you!