Pre-Set Medicare Supplement Appointment Script

Hi [LEAD FIRST NAME]?

My name is [TELEMARKETER], calling on behalf of [AGENT'S NAME], our state licensed agent for [STATE], regarding the recent rate increases to the Medicare Supplement plans.

You do have a Medicare supplement, right?

Great!

Do you know which company your coverage is with (What's the name of the company on your insurance card you show the doctor)?

AND/OR

***(MUST CONTAIN APPROX. PREMIUM AND/OR COMPANY NAME)

Approximately how much you are paying per month? More than $100?

We will have our licensed agent in your area tomorrow and the next day to make sure that you are not affected of these recent rate increases.

- Is morning or afternoon better?
- Which time works best for you [XX,XX]?

Now I want to make sure the information I have for you is correct....

- I have your age as [AGE], is that correct?
- Just to verify, your address is [ADDRESS], correct?

- Is there an apt. number?

Alright, I need you to get a pen and a piece of paper to write some very important information down.

I have you scheduled for [DAY] at [TIME].

Please remember that [AGENT'S NAME] will be there on [DAY] at [TIME] and it is extremely important that you are there and you **do not miss your appointment**.

[AGENT'S NAME] will have their license with them and will answer any questions that you have.

Thank you and have a great day!