



T-65 Script

Hello Is Mrs. or MR _____ available?

Mrs or Mr _____ this is _____ I am a local Medicare Supplement agent and I see you are Turning 65 in (month). I know just like all the other clients that I help, you are getting a lot of mail with so many Medicare options that it becomes confusing on what to do. I will be in your area tomorrow around (time) and would love to just stop by and introduce myself and go over some of those options that are available to you when you turn 65 in (month).

Short and sweet. You always want to try and get in the home instead of mailing or talking about benefits over the phone. The more you can do Face to Face your closing rate will be WAY higher. We have some agents who offer free gifts to the client for sitting down with them to meet. I wouldn't offer some of the higher priced gifts unless they actually bought. Below is a list of the gifts. **REMEMBER, ACCORDING TO CMS IF YOU ARE DOING A MEDICARE ENROLLMENT YOU CAN NOT OFFER GIFTS OVER \$15.00 OR CASH. YOU ALSO CANNOT OFFER GIFTS TO INDUCE ENROLLMENT.**