**TOP 5 QUESTIONS AT THE DOOR**

* ***Pre-need sales are daytime activities – 9AM – 6PM daily. Many high producing agents do not even make an appointment to present the opportunity; they just simply show up at the door and say…***

 ***“Hello, Mr. or Mrs. \_\_\_\_\_\_\_\_\_. My name is \_\_\_\_\_\_\_\_\_\_\_\_ "You recently filled out this form requesting information on the Social Security death benefit along with additional programs that are available for your pre-needs. Do you recall filling this form out? Wait for answer.  “If you have a minute or two I'd like to show you the information you requested, May I come in?***

***1-WHAT IS THIS CARD ABOUT?***

***Mr. & Mrs. Prospect, this card talks about the Social Security Death Benefit along with additional programs that are available for your pre-needs. It only takes a few minutes to share with you the information you requested. May I come in?***

 ***2. I THOUGHT YOU WOULD MAIL ME THE INFORMATION
Mr. & Mrs. Prospect, we don’t send it through the mail because everybody’s needs and situations are different. My company believes in old-fashioned personal service. While I’m here, it would only take a few minutes to share the information with you. May I come in?***

 ***3. COME BACK ANOTHER TIME***

 ***Mr. & Mrs. Prospect, I work in the whole State of \_\_\_\_\_\_\_\_ and if I lived in your area, I would come back as often as you like. It only takes 5 minutes and I think this information your requested is too important to put off. May I come in?***

***4. WHAT IS THIS CARD? I THOUGHT IT WAS SOCIAL SECURITY***

***“No, Mr. & Mrs. Prospect, this is not Social Security. This card simply told you that Social Security only pays $255 toward funeral costs for those who qualify and that you may be eligible for a plan to pay those additional expenses. You wanted information on these plans and mailed the card back in. Mr. & Mrs. Prospect, since I’m helping other Seniors in your area today, I would like to visit with you for just a few minutes about the information that you requested. May I come in?***

***5. IS THIS INSURANCE?***

 ***Yes Mr. & Mrs. Prospect, this is a Life benefit that is designed to care for a specific need. We only contact people who have requested the information as you have done. May I come in?***