

Transition Into Asset Inventory

As you can imagine Mr. /Mrs. Client, I receive quite a few of these cards back each week and consequently I sit down with quite a few people such as yourself each week. What we've found was that not everyone who was requesting information about the final expense program actually even needed it. You can agree that in the economy that we live in today, no one can afford to spend money on things they don't need? So what we have developed is a Family Needs Analysis. This will allow us to instantly determine if you actually have a need for this type of program.

Rebuttal to Objection

Mr. /Mrs. Client, in order for me to make the best recommendation and to insure that the recommendation I make fully integrates with what you are currently spending, I will need to ask you a few questions. You wouldn't want to spend more money than you need to, would you?

PHONE

FAX

WEB