



APPROACH/DOOR KNOCK

SURVEY SURROUNDINGS
APOLOGIZE
DELIVER INFO

CORE/CHIT CHAT

GET COMFORTABLE
CARE

FINAL WISHES

GIVE THEM A GIFT AND SHOW THEM HOW
THIS CAN HELP THEM IN THE TIME OF NEED
KNOCKOUT
BANK
INFLATION

FLIPCHART

EMOTION
CREATE UNCERTAINTY
PROBLEM SOLVER

AML BROCHURE

SERVICE PROVIDER
GIVE POSSESSION

MEDICAL QUESTIONS

HUMOR
YES/NO
OBVIOUS BEAR WITH ME

VITALS OF APPLICATION

BENEFICIARY 1ST
CORRECT ORDER
AFFIRMATIONS

INTERVIEW

PREPARE
SCRIPTS
WHICH DR. WHAT 4 WHEN

COOL DOWN

CELEBRATE
RECAP VALUE
I AM YOUR POLICY

VALUE YOUR CORE

CALL YOUR UPLINE

ASSUME THE SALE

CALL YOUR UPLINE

IGNORE THE OBJECTIONS

CALL YOUR UPLINE

JUST KEEP WRITING

CALL YOUR UPLINE

PREPARE FOR THE INTERVIEW

CALL YOUR UPLINE

BE EXCITED TO HELP

CALL YOUR UPLINE

CREATE A RELATIONSHIP

CALL YOUR UPLINE

TRANSITION QUICKLY

CALL YOUR UPLINE