

Hi _____, it's _____ your health insurance agent.
How are you today?

Listen!

I was just calling to check in on you and make sure you're all set with your health insurance. This whole Open Enrollment & Healthcare Reform has been a bit crazy...

Answer any questions and look for opportunities for referrals or to upsell.

I wanted to let you know that I've expanded my portfolio into life insurance.

YOU, being one of my preferred clients, I'm going to send you over a quick quote for a half million in coverage. I already have all the basic information I need to get the quote.

Believe it or not, many of the companies just lowered their rates. We work with a variety of **A+** Rated companies. You may or may not need this now, but take a look and let's discuss if need be. Good?

By the way, how is _____(fill in the blank)

- your dog Lucy doing?
- your son's team doing?
- your daughter doing now that she's driving?