

Hi _____, this is _____. I just met with your neighbor's _____ & _____ last night and they had some great things to say about you, and thought because you were self-employed that I could help you like I was able to help them.

What do you do? I help people evaluate their current health insurance situation, and find the best health insurance available on the market at the right price for them and their family.

I'm all taken care of: Great, so you are happy with what you are paying for your current coverage? I am very happy to hear that.

Let me ask you a quick question. Do you think that all of the people that work for and with you are also happy? My experience has been that you even just introducing me to the people that work for you or with you will be seen as a benefit because of the substantial savings I often find for people, and the great thing is... It does not have to cost you a penny!!

Take it from there!!!