

Hello _____ - this is _____ with the Healthcare Solutions Team, how are you? I have received your internet inquiry for health insurance, and I wanted to follow up with you to see what your situation is and if we can help you in any way....PAUSE

What do you offer???? What we do is try to find the best coverage available to you that fits your situation and your budget. We do not offer only one plan, that way we can find the plan that best fits your needs and your families needs. May I ask you some questions?

Do you currently have Health Insurance YES NO

If no, when was the last time that you had coverage?

If yes, Who is it with? _____ What is your current Premium?

Why are you looking to change coverage?

Who is currently covered on your insurance, *or* Who will be covered on your insurance?

What are their ages?

Would you say everyone is healthy?

Is anyone on ongoing prescriptions?

Any hospitalizations or ER trips in the last 5 years?

What for?