**Mortgage Protection Phone Script**

Hey \_\_\_\_\_\_\_\_ it's \_\_\_\_\_\_\_\_.

I was actually just getting back to you. I don’t know if you’re going to remember,

but I got that *form* that you filled out and it looks like you wanted to see if you could *qualify* for that *Mortgage Protection program* -the one that pays off the mortgage when you die, or makes the mortgage payments if you get sick, **AND** I am just the person who sees if you *qualify* for the program.

Real quick, let me verify what you put down here so we can get this information out to you:

 Are you still at \_\_\_\_\_\_\_\_\_\_?(address)You put down your DOB as \_\_\_\_\_\_\_ is that right? Great! (Verify spouse info as well, if one)

So, like I said, my job is pretty simple there are several different programs that you’re *eligible* for and I'm just the person who sees what programs you qualify for. ***AND*** they have me in your area ***AND***, I just didn't know are you still working or retired?

**Retired**-Do you have any doctors apts tomorrow? ? If so, what time?

**Working**-What time do you typically get off of work? (if spouse on lead, ask what time they get off as well)

Great! Is there any reason you won’t be home \_\_\_\_\_\_(day) between \_\_\_\_\_(time) and \_\_\_\_\_\_\_\_(time)?

Great! Do me a favor, write this down: Again my name is\_\_\_\_\_\_\_and I have you down for \_\_\_\_\_\_\_(date)between\_\_\_\_\_& \_\_\_\_\_\_\_\_(time) and your confirmation number is \_\_\_\_\_\_\_\_\_\_\_\_

Also does your address normally show up on the GPS?

And what’s the major cross-street?

Ok so Ill see you on \_\_\_\_\_\_\_(day) between \_\_\_\_\_and\_\_\_\_\_\_\_\_.

Have a good night/day!