Power 100 Talk Track

First Call:

Hey (name),

It's (yourname). I just started studying for my life insurance license and I was wondering if you could help me out.

I need to run through as many real life scenarios as possible to be prepared for when I am in the field. Your help would mean the world to me!

When is a good time, in the next few days, for us to sit down together and learn more about life insurance and what it can do? Also, I am really hoping to get some honest feedback from you because I know you will shoot me straight!

(Finish off the call with non work related conversation)

Face to Face or Zoom:

When sitting face to face the 1st objective is always to **"find the need"**!
If approved, what would the benefits be used for ?

Are they more interested in Mortgage Protection,Income replacement, Final Expenses (Burial or Cremation), or Critical & Chronic Illness?

Ask the questions and circle any applicable conditions.
Once you are finished with the form, the real questions begin.

1. If you didn't make it home to the dinner table, how would it look for (beneficiary) today?
2. How much income would your family miss out on if you were no longer here? (Now until client reaches retirement age)
3. How would you want your family's lifestyle to change if you were no longer here?
4. How would you continue to pay all of your current bills plus medical bills if you lost your income due to illness or injury?
5. Do you feel like you are on track to have enough funds to permanently retire without having to sacrifice or get on the Walmart retirement plan? (Working part time at walmart)

After you've gathered the necessary information, talk to your upline, walk them through the scenario to learn how to structure a solution.