Licensed Agent Recruiting Script

(To be used to call licensed agents on Agent Finder)

“Hi [Prospect’s Name]? Hi, [Prospect’s Name] this is [Your Name], and I was calling because I seen that you are a licensed life insurance agent here in [City or County Name], is that correct?

Ok perfect, so [Prospect’s Name], our agency mainly focuses on telesales, and I was calling because we’re training agents to sell over the phone. It’s a very easy system to follow and to build your team with as well. Are you still an active agent?

Ok perfect, so our office is here in [City Name] and we’ll be having interviews in the afternoons this week. I have a couple openings for tomorrow. What’s a good time that we can sit down for about 20 minutes to see if this is something that you might want to move forward with?

Ok perfect, it looks like I have that spot open so that works for me as well. Just do me a favor [Prospect’s Name] and dress business casual and have a notepad and pen just in case, can you do that for me? Ok, the address here is [Address], and [Prospect’s Name] is there any reason that won’t be able to make it tomorrow? Any appointments you might have forgotten about?

Ok perfect, I’ll see you tomorrow at [Appointment Time] then. Have a great rest of your day [Prospect’s Name], it was good talking with you, see you tomorrow. Bye”

Text Follow Up Script

(To be used at the end of the day when you have all your appointments set)

TEXT each person on your schedule,

“Hi [Contact’s Name], it was good talking with you earlier. I really look forward to meeting you and getting to know more about you [Later / Tomorrow]. Have a good rest of your day!”