

Final Expense Script:

- Bob?
- Hey Bob, it's Neal at the Senior Benefit Office here in Davidson County.
- I was just following up in regards to some information you had requested about the State Regulated final expense benefit you qualify for.
- I've got 33 and non-smoker for you and 32 non-smoke for your wife. Is that correct?
- So Bob, My name is Neal. I'm just the underwriter assigned to do all your eligibility stuff with you to figure out what you actually qualify for.
- Just like the form said, no blood or urine test, they just have me come out, confirm ID, make sure you're not in hospice care or 900 pounds and bedridden, and go over what you qualify for. Should take 10 or 15 minutes.
- So Bob, are you still working, retired or disabled?
- What time are you normally to and from work?
- Do you want to do _____ in the Morning/Evening?
- _____ on the house or mailbox, pretty easy to see?
- Again, my name is Neal, I'll rip through all the eligibility stuff with you guys Saturday morning. I'll be driving a really ugly, pea green car and I look like Steve Correll from the office. You can't miss me.
- See you on Saturday.

Mortgage Protection Script:

- Hey Bob?
- Hey, it's Neal at the Mortgage Protection Office in Davidson County.
- I was just giving you a call back here to let you know I got that card you filled out and mailed in for the Highland Park address here in Nashville.
- I've got 33 and non-smoker for you and 32 non-smoke for your wife. Is that correct?
- So Bob, My name is Neal. I'm just the underwriter assigned to do all your eligibility stuff with you to figure out what you actually qualify for.
- Just like the form said, no blood or urine test, they just have me come out, confirm ID, make sure you're not in hospice care or 900 pounds and bedridden, and go over what you qualify for. Should take 10 or 15 minutes.
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