

Insurance Wholesalers Referral Script

I do a lot of my business through referrals. Who do you know that needs Mortgage Protection coverage or Life Insurance? I'm Just kidding. You probably don't know anyone who does. It's just not something most people spend much time thinking about. But I save almost everyone I meet with money on their coverage. In most cases I get people more coverage for less money than they are currently spending. I'd like to ask you to refer me to maybe 5 of your closest people. I promise I won't embarrass you or bug these folks but it is an important and critical part of building my business and in all the time I've been doing this I've never had a client unhappy with the way I have handled someone they have referred to me. Who do you think I might offer to help save money on their coverage?

Insurance Wholesalers Referral Approach Script

Hello _____? Hi _____, this is _____. I was referred to you by _____. I helped them save quite a bit of money on their insurance coverage. They suggested I give you a call to see if I could do the same for you. I'd like to get together with you at your convenience for maybe 15 minutes to see if I can help you as well. I can come to your home or office, whichever is easiest for you. I have several openings next week, what day would work best for you? (Pick 3 days).